

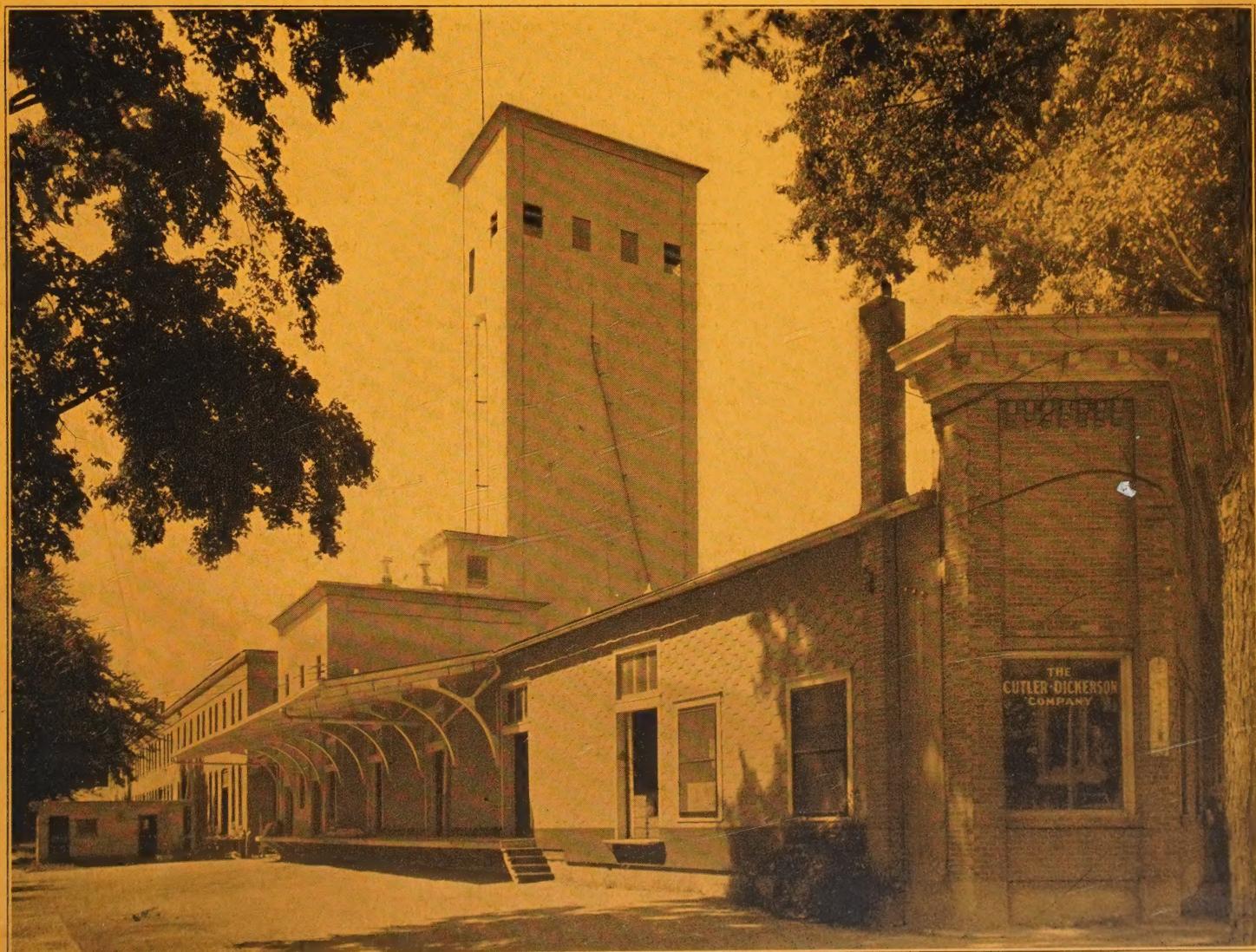
# GRAIN & FEED JOURNALS

CONSOLIDATED

*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter*

## In This Number

Complete Report of Proceedings of Annual Meeting of  
Grain & Feed Dealers National Ass'n  
Terminal Grain Weighmasters National Ass'n  
Chief Grain Inspectors National Ass'n



New Grain Elevator and Feed Mill of Cutler-Dickerson Co., Adrian, Mich.  
[For description see page 334]

## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

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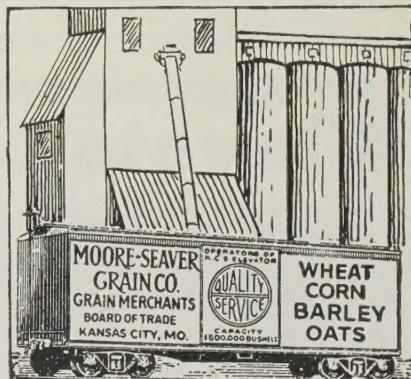
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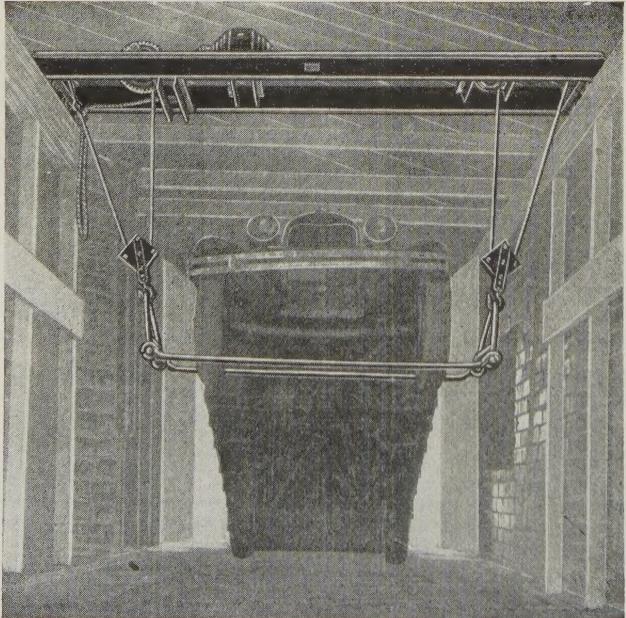
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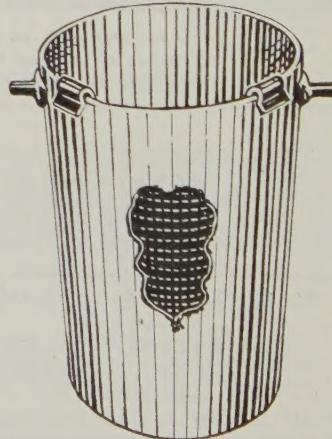
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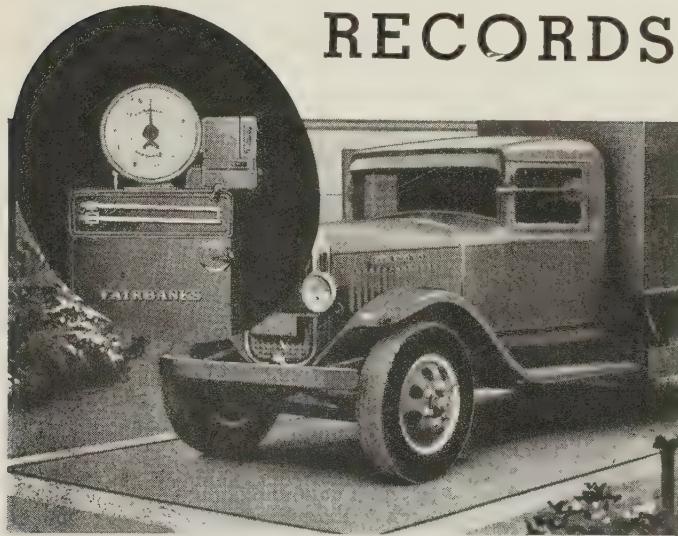
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With grain prices where they are, it is more important than ever that your 1937 weight tickets be accurate—for misread scales, penciled and smudgy weight records, mean losses. And losses in this year of higher grain prices are losses indeed!

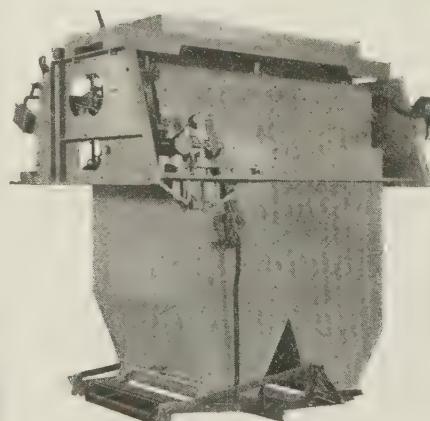
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Load your  
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Double the  
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25-BUS. GRAIN SCALE  
4,000 BUSHELS PER HOUR  
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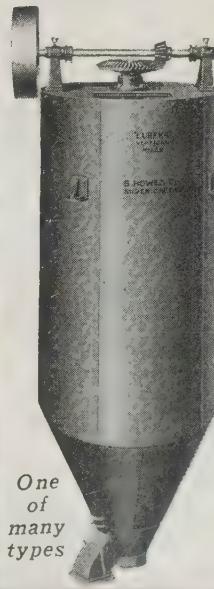
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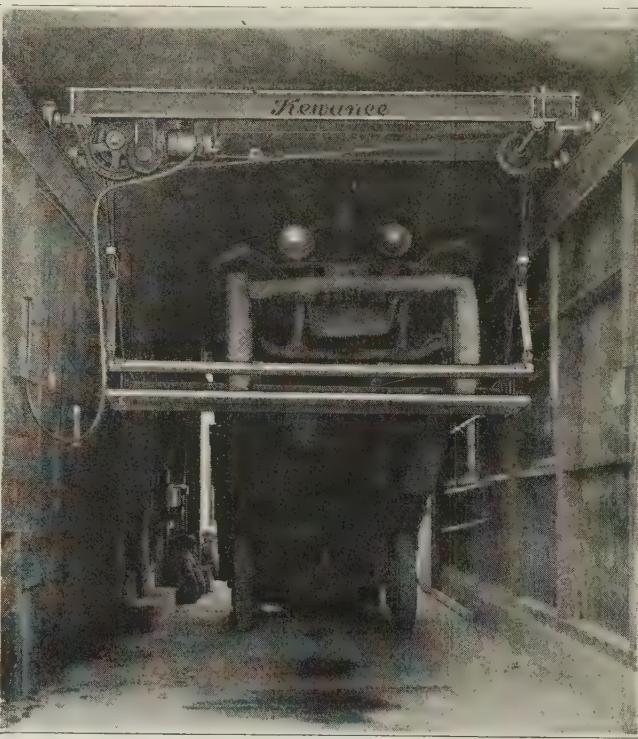
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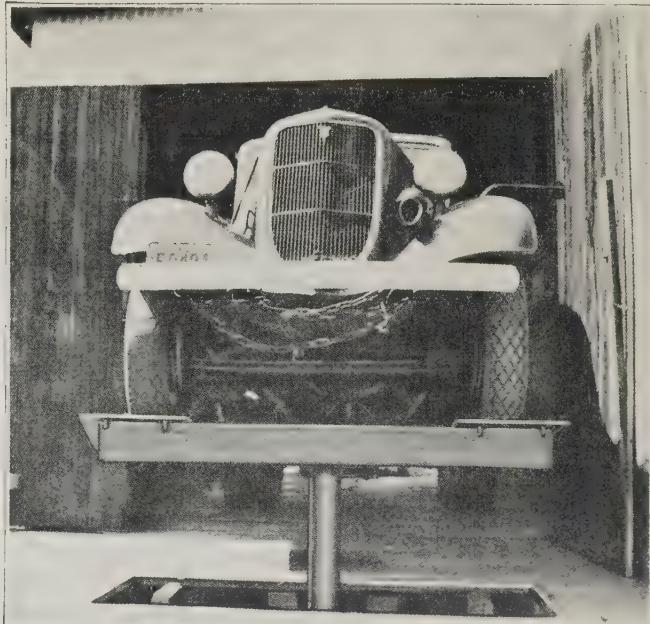
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Power Problems a Specialty

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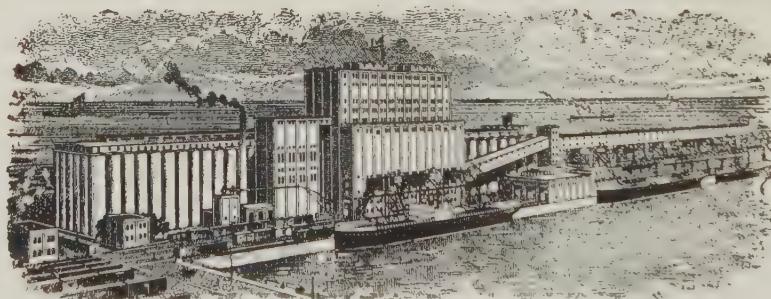
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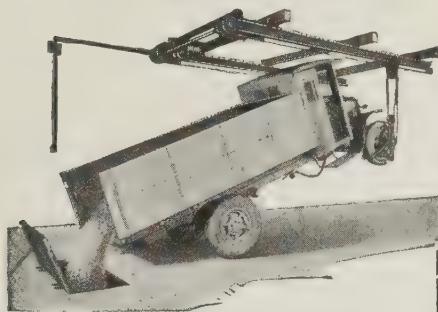
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Will Solve Your  
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The rate for advertisements in this department is 25 cents per type line each insertion

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**FOR SALE** elevator and coal shed on Rock Island Ry. 17 miles south of Spencer, Iowa. W. A. Gowen, Webb, Iowa.

**WOULD YOU BUY** Oklahoma elevator if two years' profits pay for it? Can show you. 79U11, Grain & Feed Journals, Chicago.

**ILLINOIS** elevator in Livingston County; 30,000 bus. capacity; modern; good grain point; very reasonable. Maguire, 6440 Minerva ave., Chicago, Ill.

**INDIANA**—Two elevators for sale; in town of 1600; 35,000 bu. cap.; grain, feed, coal, seed and grinding; electric. Sugar Creek Grain Co., Thorntown, Ind.

**KANSAS**—50,000 bu. iron clad elevator for sale equipped with two hopper scales. Sheds and office on Santa Fe R. R. good farming section. Hillsboro Roller Mills, Hillsboro, Kansas.

**N. CENTRAL OHIO** fireproof grain and seed elevator; silo type; 19,000 bu. cap.; good location; retail feed and coal; 1 1/4 a. land; scales, cleaners, etc.; stockyards. Bargain. A. C. Duncan, cashier, Mt. Gilead, Ohio.

**MONTANA**—14 tank steel elevator, fully equipped; 2 Fairbanks Hopper Scales; manlift; receiving separator; Nordyke feed roll; pneumatic truck lift; 40 hp Fairbanks-Morse motor; reasonable rates and ready to go on this crop; location Gallatin Valley; best buy in state. Address 79P11, Grain & Feed Journals, Chicago, Ill.

**SOUTHERN PENNSYLVANIA**—One of the finest, most economically operated grain elevator and coal trestle in state for sale; excellent condition; built 1922; good thrifty community; good schools. \$20,000 half mortgage, if necessary might consider renting; wish to retire on account of health. P. O. Box 500, Harrisburg, Pa.

**THE WANTED-FOR SALE DEPARTMENT** of GRAIN & FEED JOURNALS is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

## ELEVATORS FOR SALE

**NORTHWEST ILLINOIS** elevator for sale—10,000 bu. cribbed, handling 150,000 to 250,000 annually; electrically equipped; only plant within 5 1/2 miles; also good two story dwelling, modern in every way; the two priced at only \$7500 for quick sale, to settle estate. Rinehart-Swartz Agency, Monticello, Ill.

**PRICED FOR QUICK SALE**, two good elevators located in heart of Western Indiana grain belt. Combined capacity about 140,000 bushels. Equipment includes electric power, corn sheller, cleaner and hopper scales. Both houses in good condition and doing good business. Death of partner reason for selling. Address 79R7, Grain & Feed Journals, Chicago, Ill.

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Located in one of the best farming counties in the world, village has one of best banks in northern Illinois, consists of a large grain elevator with 14 bins; well equipped for sorting and mixing grains; equipment includes IHC engine; Fairbanks scale; portable platform scale and other necessary machinery; a 24x32 addition for seed, hardware, millwork and one 24x28 containing engine room, feed and salt storage adjoin; attached is a modern office; corn crib; sand bin; 3 enclosed frame warehouses containing lumber, fence, roofing, pump repairs and workroom; 18x38 barn; 20x80 coal shed; open side lumber shed 20x109. Total reproduction cost exceeds \$22,000. All buildings in sound physical condition.

We own all real estate, consisting of 8 city lots. Stock consists of lumber, coal, feed, seed, salt, some staple hardware items, nails and similar merchandise for farming communities. We have operated 24 years. Manager is popular; one friendly competitor.

Entire property can be had for only a fraction of replacement value. The right spot for a hustler. Write 79R1, Grain & Feed Journals, Chicago, Ill., for additional information.

## ELEVATORS FOR SALE

**KANSAS**—14,000 bu. elevator; priced to sell; fully equipped; fine shipping point; crop prospects excellent; illness; worth investigating now. Address 78J13, Grain & Feed Journals, Chicago.

**ALWAYS HAVE GRAIN ELEVATORS** for sale. If you are in the market write me fully as to amount you wish to invest and location desired. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

## TO CLOSE ESTATE

**INDIANA**—20,000 bus. elevator, in A1 condition; electrically operated; iron clad; brick office and 57x36 new, modern salesroom; warehouse frame; handle feeds, seeds and implements; coal sheds. Located Veedersburg, Ind., pop. 2,500; three railroads available for shipment of grain; only elevator in town; possession immediately. For further information write F. F. Finch, Veedersburg, Ind.

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**VIRGINIA**—Feed mill for sale, reasonable capacity, dry and sweet feeds; thoroughly equipped; electrically operated; own building, land, R. R. siding; only feed mill at this point; exceptional bargain to settle estate. Southern Feed Co., Newport News, Va.

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**ADRIAN, MICHIGAN**—Property of the former Detroit Milling Co. located on the M. C. R. R.; main elevator building contains four storage bins and some machinery, also four large concrete storage tanks with overhead and underground conveyor system; storage capacity approximately 75,000 bu. In order to close an estate the land, buildings and tanks may be purchased for \$7500.00. For further information, write D. M. Schneider, Adm. 413-12th St., Toledo, Ohio.

**NORTH CENTRAL OHIO**: Will sacrifice for quick cash sale of my feed, seeds, coal, ice and gasoline retail business. Twenty years going concern, completely equipped. Established clientele. Own real estate, buildings, coal silos and equipment. Railroad switch located on N. Y. C. line and Main Street of prosperous town of 4,000 population. Ample ground space for expansion in all lines now carried. Reason for selling: Have opportunity to acquire business in Western State and want cash. Address 79T4, Grain & Feed Journals, Chicago.

## FEED MILL AND ELEVATOR WANTED

**WANTED**—Elevator and feed mill in Ohio priced right for cash. Address 79U6, Grain & Feed Journals, Chicago.

## SITUATION WANTED

**WANT** position on road or wire office; good trtry.; 23 yrs. exp. F. L. Neal, Sandwich, Ill.

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**IF YOU NEED** the services of a young man of 27 with 7 years' successful experience in the grain business you need look no further. Will be pleased to go into detail with employer. Address 79T2, Grain & Feed Journals, Chicago.

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CONSOLIDATED

332 So. La Salle St., Chicago

A merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator

Post Office .....

State .....

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FEED MIXER—one ton—floor level feed—has motor—good as new. Write 79N14, Grain & Feed Journals, Chicago, Ill.

HAMMER MILL with 25-h.p. motor and all attachments. Priced to sell. Write 79N13, Grain & Feed Journals, Chicago, Ill.

FEED MIXER for sale, has motor, and a late machine. Need space. Will sacrifice. Write 79N15, Grain & Feed Journals, Chicago, Ill.

DOAK SPOUT HOLDER, best on earth, price \$10.00. Satisfaction guaranteed. Full information on request. Superior Manufacturing Company, Albert City, Iowa.

FOR SALE—Second hand feed and elevator machinery; Tag-Heppenstall Moisture Meters; Bolinder Diesel Engines. Weaver Sales Corp., Corn Exchange, Minneapolis, Minn.

MACHINES FOR SALE—  
WANTED

FOR SALE—All kinds of good used machinery, also new machinery; want to buy good used machines. T. A. McWilliams, 115 E. St. Catherine St., Louisville, Ky.

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Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are of manila. All have spaces ruled on the back for recording each load delivered on the contract. Check bound, size  $5\frac{1}{2} \times 8\frac{1}{2}$  inches, 100 sets numbered in duplicate and supplied with 4 sheets of carbon paper. Order Form 10 DC Improved. Price \$1.10, f. o. b. Chicago. Wt. 1 lb.

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Grain & Feed Journals

Consolidated

332 So. La Salle St. Chicago, Ill.

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WANTED to buy—A vertical mixer with motor attached, with gravity feed and hopper flush with floor. Consolidated Grain Corporation, Bay City, Mich.

STOP! READ! THINK! One advertiser writes, "Your service brought me 24 replies." We can do the same for you. Don't wait, write now.

WANTED—500 to 1000 lb. used, horizontal mixer, suitable for poultry mash. Must be in good running condition. Send complete description. Address 97U2, Grain & Feed Journals, Chicago.

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Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSBAUM & CO., Fort Wayne, Indiana.

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BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

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# GRAIN & FEED JOURNALS

CONSOLIDATED

332 S. La Salle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of  
GRAIN DEALERS JOURNAL  
Established 1898

AMERICAN ELEVATOR &  
GRAIN TRADE  
Established 1882

THE GRAIN WORLD  
Established 1928

PRICE CURRENT - GRAIN REPORTER  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

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THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, OCTOBER 13, 1937

SHIPPERS who are carrying unhedged wheat in central market storage since last July are paying dearly for the privilege of speculating in cash grain.

THE WEATHERMAN has done his full share to help mature and cure the splendid corn crop so it can be stored and shipped with perfect safety from heating.

EXTRAVAGANT premiums on cash corn compared with the futures has led to undue haste in shelling corn that was so full of moisture the machine pulled the kernels off the cob piecemeal instead of knocking them off whole. These broken kernels lowered the grade at the shipper's expense.

THE BUYERS of malting barley in the central markets are so punctilious regarding the quality and condition of the barley they bid for, none should be shipped until cleaned and put in prime condition. If the discriminating maltster is pleased with the appearance of the sample, he will not hesitate to bid over the market. It pays well to please him.

IF THE AAA is satisfied with limiting the acreage of corn, cotton, tobacco, potatoes, peanuts and rice in 1938, how many additional commodities will it insist upon controlling the following year? A little power granted a bureaucrat merely whets his appetite for more.

BUYING grain by kind and selling it by grade does not promote the cause of safe margins or insure fair profits. It is puzzling to understand why dealers who are convinced this is true persist in ignoring the experience of others.

HOW MANY pounds of new ear corn will it take to shell out a bushel of 56 pounds. Reports of carefully conducted shelling tests will no doubt be somewhat surprising. Weigh ten bushels and store in bags in warm office for ten days, then shell and give us the net shrinkage.

SOYBEANS need careful examination when hauled in by farmers to detect the excessive amount of foreign material and weed seeds now being complained of by the processors. To test the beans on arrival at the elevator the country buyer should equip himself with the special soybean screens.

SHIPPERS who refuse to load a box car with grain until car has been carefully coopered and lined seldom waste any time compiling proof of loss or trying to collect for their loss. It does not cost much to prevent grain leaking out of car, but it is a trying struggle to collect for grain from the railroad when it is lost in transit.

NO MAN afflicted with asthma should be employed in a dusty grain elevator, unless the operator enjoys being sued by scheming lawyers. So many states have new laws making employers liable for injuries resulting from so-called occupational diseases and accidents, all will soon be carrying insurance to protect them from groundless claims.

THE INCREASE of 44 cents per day in the wages of the operating employees of the railroads will increase the cost of nearly everything for all consumers, because this advance must be followed by an increase in freight rates or bankruptcy for the railroads, and the higher the freight rates the lower the net return to the producers of farm products.

GRAIN ELEVATOR operators who have a miscellaneous lot of ladders in use around their plants will be shocked to learn that on the average, 700 workmen are killed each year in ladder accidents in the United States, and 140,000 are injured. That is enough to make every ladder owner take an axe to the worn out cross bars still in use around his plant. The correction of this hazard in any plant should help reduce the annual loss of lives, limbs and time.

BROKEN KERNELS and fine particles of corn in samples being exhibited on the floor of some of the grain exchanges gives convincing proof of careless work on the part of shellers. It may be the machine was not properly adjusted. Shippers will promote their own interests by seeing to it that dry corn is not loaded into cars with such force as to break it.

BEFORE YOU PLACE any of your slow accounts in the hands of traveling solicitors claiming to represent a collection agency, make some investigation as to the responsibility of the agency and be sure to learn the correct name and home address of the agent with whom you are dealing. We doubt that grain dealers are easy marks but these sharp solicitors seem to be specializing in country elevator operators. Signing one of their contracts may prove a very expensive indiscretion. If elevator operators who are imposed upon would send us the essential facts, their publication would help other dealers to escape the swindle.

BURNED OUT motors are reported so frequently in our news columns, many similar accidents could be prevented if Journal readers would profit by the expensive experiences of their fellow dealers. Recently, we have published news of the burning out of motors because of the much needed lightning arresters or worn bearings. In another case a careless workman threw rubbish which landed in the motor, and still another motor fire was traced direct to accumulated dirt. If you wish to get the full benefit of your mechanical facilities, it is always necessary not only to keep the machinery clean, but to keep it lubricated and protected against dirt, lightning and excessive loads.

GRAIN BUYERS of all states have long chafed under the requirements of the landlord lien laws which make a bad debt collector out of every grain buyer whether he chooses to serve or not, and he is never paid a penny for his services. Nebraska grain dealers are up in arms against this burdensome requirement and we feel sure that before the state association gets thru with the landlords' liens, formal notices will be served on every grain buyer or the lien will not be good. The dealers of many counties in grain surplus states have long maintained a weekly reporting system of liens in order to avoid paying twice for the same grain. If a landlord is anxious to obtain the money due him from his tenant, then he should, in fairness to those who buy in the public markets, give them formal notice of his lien. The Indiana associations succeeded in having the laws of that state changed several years ago and the dealers of every other state will soon be relieved from debt collecting tasks if the state associations demand the repeal of the lien laws.

## Forty-One Years of Service

In reviewing the long list of accomplishments attained by the Grain & Feed Dealers National Ass'n, a most creditable record is disclosed, a record of which every member should be proud. The organization has brought about many reforms in trade methods, practices, rules and regulations that have been instrumental in improving the average grain dealer's chance for success.

When the National Ass'n was organized, after two years of active agitation, grain dealers were confronted with many difficulties beyond the control or influence of the individual, but worst of all, the antagonism of dealers serving the same territory promoted cut-throat competition and killed profits. The business life of the country grain shipper at best, was most precarious. He was sorely in need of some beneficent influence to promote friendly relations. He needed a strong hand to abolish the many abuses hanging heavily about the grain business and imperiling the continuance of his service to his community. From the beginning the scoop shovel fly-by-night with no investment was continually cutting in on the business of the regular dealer and interfering with his shipments by tying up box cars for warehousing grain until a load could be accumulated, thus handicapping both the railroad company and competing elevator operators.

The very fact that in the early days of the grain shipping business the railroads had built bulk grain depots (elevators) for the reception of grain shipments at their own expense, inspired elevator owners of 1896 with the conviction that inasmuch as they were providing the bulk grain depots storing grain and loading it into box cars without charge to the transportation company, it justified the payment of a loading fee for such service by the railroad company. For several years association leaders conducted an active campaign for recognition of and compensation for this service to the carriers. When victory was almost at the door, an exhaustion of expense funds resulted in the loss of the advantage gained. The leaders thereafter did not have the courage or the backing to revive the agitation for fair compensation from the carrier for handling grain from farmers' wagons to box cars.

The many abuses prevailing in central markets where grain was unloaded, weighed and often transferred from one car to another by shovels, were gradually disclosed to the trade by the association leaders struggling to reduce shortages in shipments. With the abolition of track transfers, 50 bushel scale hoppers, dockage for dust and natural shrinkage, as well as careless weighing methods, destination weights became more satisfactory and made business less difficult for grain shippers. In the early days,

every grain shipper was continually pestering the general freight agent in charge of grain for lower and lower rates, and as a rule, the majority of alert shippers enjoyed a secret rate below the scheduled rate.

Confusing provisions in a wide variety of bills of lading issued by different carriers primarily to reduce their own liability and increase the responsibility of the shipper, stimulated the perpetual agitation for uniform bills of lading and a satisfactory form was finally obtained, but only after a long struggle by the organized trade.

In the beginning of the trade's demand for organization, fire insurance was in such chaotic condition that often the underwriter failed to give the policy holder the protection against loss paid for and expected. The unfair tactics of adjusters defeated the purpose of the insurance policy and stimulated the grain elevator owners' interest in obtaining reliable insurance against fire loss. From the beginning mutual insurance was earnestly advocated at every annual meeting and finally resulted in the organization of a grain dealers mutual that not only helps the elevator owner to correct the fire hazards of his plant, but gives him credit for his efforts to prevent losses and reduces the expense of his fire insurance to what it costs.

The large attractive exhibit of type samples of grain and field seeds displayed at the great Des Moines convention of 1901 caused even the chief inspectors present to gasp and wonder at the wide variation in grades. At that time the Illinois rules for grading grain contained the words "reasonably dry," "reasonably clean," "reasonably free from other grain" using the word "reasonably" in 79 different rules. The chief inspector said that did not matter much as grading grain was largely a matter of human judgment. He should have said, largely a matter of guess. After several years of persistent agitation, uniform rules for grading grain were voluntarily adopted by the leading markets except competing seaboard markets, where the exacting demands of foreign buyers caused the exchange officials to hesitate about adopting any grading rules used by other seaports. As buyers wandered farther from home, they discovered differences in grading rules that were very discouraging to further purchases by grade, but after years of agitation, the uniform rules were finally adopted and are now enforced in all markets to the great credit of the National Ass'n.

Another most creditable reform in the car load trade was brought about by the early workers in the association resulting finally, in the adoption of most equitable arbitration rules and their natural sequence trade rules. In the early days, grain dealers of different sections of the country had a widely varying con-

ception of their rights and responsibilities in grain trade controversies. Had all of these disputes been carried to the courts the expense would have been enormous and the settlements, so long delayed as to make the decisions of doubtful value as a guide to future transactions. It was natural that out of the early discussions came the organization of an arbitration committee, the drafting of arbitration rules, and then the crystallization of the fair minded decisions of the arbitration committees in trade rules designed to help future disputants in a clearer understanding of all the rights involved in each controversy. The conscientious work of the efficient arbitration committees combined with the trade rules has educated all thoughtful members of the trade to a clear understanding of the rights of themselves and of others to each trade, but above all else, it has schooled the members of the trade in greater care in entering into contracts for the sale and purchase of grain as well as greater care in the fulfillment of those contracts. Naturally this commendable element of caution has been followed by the general adoption of duplicating confirmation blanks which make clear the definite intent of each party to every trade, and thereby prevents differences and disputes with the natural result that the arbitration committees of neither the national or state associations have much work to do anymore.

Car famines are no longer forcing shippers to suspend business for two or three months at a time, because suits for damages have compelled the carriers to recognize their duty to furnish transportation facilities when it is needed. Then too rapid handling elevators of large storage capacity have helped to prevent congestion in any central market. Forty years ago rates were often changed over night without notice and often forced unexpected losses on shippers not having advance information so that the demand for uniform rates and stable rates that could be depended upon was most persistent.

Much time was devoted in those early days to the spirited discussion of "Cash Advances to Farmers," "Relief from Collecting Liens for Landlords," "Relief from Free Storage of Grain," and "Over-bidding in Local Markets." The list of reforms in trade methods and practices championed and obtained through the persistent efforts of the National Ass'n. is such a long one and such a convincing proof of the usefulness of the organization, the secretary should experience more difficulty in keeping live enterprising dealers out of the organization than in getting new members.

While all dealers suffered much from interference with one another in the early days of the association, the struggle henceforth seems to be to protect the trade from the politicians as well as from

cut-throat competition. The National Association has a splendid record for usefulness to the trade and every progressive dealer should be glad to help it on its road to greater helpfulness. More power to it.

## Quick Protests Needed to Bar Increase in Carload Minimums

Ever since the days of the small capacity box cars, the railroads have persistently striven to increase the minimum rate per carload for which they would grant the carload rate for transportation of grain. Some years ago they succeeded in getting the minimum carload weight up to 60,000 lbs. and now the Western Trunk Lines propose to increase the minimum required for a carload to 80,000 lbs.

In all commercial lines those seeking to serve, invariably consider first, last and all the time the needs and wishes of the customers whose business they solicit. It should not be necessary for grain shippers in small producing territory to accumulate forty tons of one kind and grade of grain before they can make shipment at the carload rate of freight. The vacillations of the grain markets are such as to discourage holding while the facilities to be offered by the rail carriers would compel shippers to await the accumulation of 80,000 lbs. before ordering a car. Not only does this expose the would-be shipper to heavy losses when the market is changing rapidly, but it ties up much of his operating capital and penalizes his business if he undertakes to mix grain of different grades in the same carload.

Increasing the carload minimum 33 1/3% would also prove a great handicap to the feeder or interior dealer who has neither capital nor storage facilities to handle the larger carload proposed. While it is easy to see that the railroads are striving to reduce their handling charges by increasing the size of the individual units, still in doing so they are consulting only their immediate interests and ignoring the needs and wishes of the country shippers and the interior distributors in a way that will drive much more of the shipping to the trucks.

It seems ridiculous that the railroads should attempt to handicap this shipping interest which has so long been a profitable patron of the rails. However, the nearsighted freight traffic officials have their hearts set on the larger minimum so it behoves all the grain trade associations to join hands in a vigorous protest against any increase in carload minimums. If the railroads were anxious to win grain and feed traffic away from the trucks, they would reduce instead of increase their carload minimums.

While the grain exchanges of Fort Worth, Kansas City, Indianapolis and Peoria have filed vigorous protests against the increase they will need the

earnest support of every other grain trade organization to checkmate this unreasonable handicap to rail shipments.

## Increasing Costs Call for Safer Margins

The politicians and labor leaders have forced railroads, manufacturers and industrial managers to make so many concessions to employees as to increase greatly the cost of their products, so they must advance their selling prices or soon fall into the hands of the sheriff.

When the employees begin to protest the increase in the prices of the commodities they consume and to recognize what caused the increase they may be convinced that it is not possible to crucify the employer without hurting the employee. In the readjustment of prices of all commodities to the new scale of wages and so-called improvement in living conditions, the worker may not be as well off as before.

While some grain and feed dealers may be slow to recognize the increase in the cost of the essentials necessary to the promotion of their business, many are closely computing their costs and budgeting their expenditures in keeping with the increased costs and difficult conditions. The meager margins collected for marketing the small crops of the drouth years are no longer sufficient to meet the fixed overhead, so the merchants interested in continuing in business must insist upon a safer and surer profit.

Merchants who base their bids for grain or prices for commodities sold on what competitors are reported to be paying or charging are placing themselves at the mercy of their customers, and thereby they encourage patrons to circulate false rumors. Dealers ignorant of their costs are floundering in the dark. A cost accounting conference of the dealers of any competing territory would make many gasp and might lead to saner merchandising methods.

## It's Easy to Quit

It is easy to quit. Anyone can say, "The hill is too high," or "It's too far away."

Anyone can say, "I'm too tired to keep on,"

And stop halfway there. But don't be that one.

Whenever life gives you a task hard to do, Don't stop in the middle but see the thing through.

It is easy to quit. Any fool can explain To himself and his friends why the struggle was vain.

It doesn't take brains when you start cutting loose

From a difficult task to think up an excuse. There is always a plausible, soul-soothing excuse

On the tongue of the chap who says, "It's no use."

## Foreign Clover Bogey

What has been the experience of grain dealers and seedsmen who found farmer customers willing to accept adapted foreign clover seed last spring at lower prices than domestic seed, in spite of the insistence on the part of federal crop dictators that foreign seed is not adapted?

It is to be expected that experimental plots of clover seed planted by state colleges will show overwhelming evidence in favor of domestic clover seed. After all, the bureaucratic hand of the federal Department of Agriculture might be expected to wield considerable influence in conducting such experiments. An Indiana grain dealer who has observed just such an experimental planting of clovers says it will show failure of foreign seeds. Yet in side by side planting of Hungarian clover seed and domestic clover seed in his own community, the Hungarian seed has shown a growth and development this summer equal to or better than the domestic seed.

Other grain dealers have had opportunity this summer to make honest comparisons between foreign and domestic clovers growing side by side, under the same conditions of soil, moisture and weather. In the interests of authentic results, our readers would appreciate their observations.

## Damages of \$500 for Deleterious Foods

Daisy McGregor Hunter, operating the Cheerio Kennels as a breeder of fine dogs near her residence in Columbia, S. C., began using a certain dog food, manufactured by certain Mills which she purchased from the Carolina Feed Store, in September, 1935, and fed it to 30 dogs, large and small. They became ill of dysentery and on advice of a veterinarian were taken off the feed and put on milk. Use of the feed was resumed and more severe acute enteritis followed, and 10 of the puppies died, each valued at \$50.

Suit was brought for \$3,000 damages and the judgment for \$500 against the Mills was affirmed July 27, 1937, by the Supreme Court of South Carolina.

The defense was that the products of the Mills were manufactured and prepared in accordance with an established formula and contained no deleterious substance whatsoever.

The lower court had directed a verdict in favor of plaintiff, leaving the amount of damages to the jury.

The veterinarian, Dr. Caughman, testified that he gave one feeding of the dog food that had been offered as a prize at a dog show and had been left over to his own dogs and that they all went down with the same trouble.

J. E. Hunter said mice got into some of the dog food left on a pantry shelf and shortly after there were a good many of them dead around the house.—*Hunter v. Mills, Inc., Supreme Court of South Carolina, 192 Southeastern 356.*

Investigation of the present rates of duty on soybean oil cake and meal, under the flexible provisions of the 1930 tariff law, has been requested by the National Soy Bean Processors' Ass'n of Chicago, it was announced by the Tariff Commission in Washington. The ass'n asks an increase in the present import duty, according to the Commission.

## Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

## Grain Doors Belong to Railroad?

**Grain & Feed Journals:** We are receiving carloads of corn and wheat from Philadelphia, at our plant. In every car of grain there are about six car door boards, whose ownership is questioned. The Central Railroad of New Jersey, which delivers the grain to us, claims ownership of these boards, even after they have served their purpose. We claim that the cost of these boards is included in the rate, and that they belong to us.—J. R. Co., New Jersey.

**Ans.:** The grain doors are a part of the equipment the same as the wheels and are the property of the railroad company. At some terminal markets the railroads have organized grain door agencies to care for the grain door lumber.

Shippers unloading cars of grain can not appropriate the grain doors to their own use without the permission of the railroad company.

## Market Broadcasting Stations

**Grain & Feed Journals:** What radio stations broadcast the grain markets daily and at what periods?—L. G. Collins, Avoca Elevator Co., Avoca, Mich.

**Ans.:** Chicago Board of Trade quotations are regularly broadcast over WGN, WLS, WWA, WJJD, all of Chicago; by WCLS, Joliet; WJBC, Bloomington; WTAD, Quincy; WDZ, Tuscola; WILL, Urbana, Ill.; WIND, Gary; WOWO, Ft. Wayne; WHBU, Anderson; WBOW, Terre Haute; WDAA, Lafayette, all in Indiana; WDAA gives the close and local grain and hay quotations to farmers; WLW, Cincinnati, and WOSU, Columbus, O., quote hourly during the heavy grain season.

Variations in time of broadcast occur frequently, according to the sale of time by the radio stations. About the only way to assure yourself of station times of broadcast is to set your radio on one of these stations and let it run thru a market session, noting the broadcast periods.

## Buying Grain by the Hundredweight

**Grain & Feed Journals:** Why does not the grain trade as a whole discard the bushel unit altogether, and quote and trade in grain in 100-lb. units? This would be a big step forward.—Ed E. Shafer, Croton, O.

**Ans.:** All industry is inclined to follow the demands and habits of its customers. The grain trade naturally follows the habits of the farmers with which it deals.

It must be admitted that elevators could figure their grain purchases and sales more easily if buying and selling were done in cwt's, instead of bushels. However, each time an elevator attempts to buy grain by the hundredweight its management and employees are so besieged with suspicious questions like "How much is that by the bushel?" from farmers, that it soon discontinues the practice, and returns to figuring on the bushel basis.

An exception is the buying of ear corn by the hundredweight in certain sections of Ohio, and Indiana, where state law specifies that the weight of a bushel of ear corn after Dec. 1 shall be 68 lbs. Elevators in those sections learned long ago that 68 lbs. of ear corn will not always shell out 56 lbs. of shelled corn after Dec. 1, and by dint of persistent effort, succeeded in establishing the hundredweight for corn. In other sections of the same states, however, the bushel is still used in spite of the 68 lb. law. From Colorado west to the Coast grain is generally bought and sold by the hundredweight.

Yet, in some sections of Illinois, even coal is still handled by the bushel, the bushel unit of coal weighing 80 lbs.

Reducing weights of grain to the bushel is not near so trying as it might be, for grain calculators are available that make short work of reducing pounds to bushels and computing the worth of any quantity of grain at a given price per bushel.

Trucking services which compete with government railways in France have been ordered to raise their rates.

## Elevator Superintendents of Omaha Organize

Eighteen grain elevator and processing plant superintendents meeting at dinner in the Chamber of Commerce Sept. 29 formed Chapter Six of the Society of Grain Elevator Superintendents for the Omaha district.

Charles F. Walker, superintendent of Bartlett Frazier's elevator, was elected president of this new unit; Conrad Johnson of Butler-Welsh Grain Co.'s "Irondale" elevator was elected vice-president, and C. H. Kenser, buyer and superintendent for Omar Mills, was selected as permanent executive secretary.

Directors include W. S. Pool, Jr., Herbert Sayles, O. E. Kinman, Jerry Lacy and H. C. Clark.

T. C. Manning, Kansas City, pres. of the Kansas City Chapter, and H. L. Heinrikson, Sioux City, a national director of the association, assisted with the formation of this newest group.

The chapter's next meeting will be held on Oct. 19 and thereafter on the second Tuesday of each month. A unit of approximately thirty members is contemplated inasmuch as all grain and processing elevator superintendents within a convenient driving radius will be included in the chapter.

Arvid Anderson, a past officer and director of the national association, presided and was elected a life-director of the chapter.

**The Argentine Ministry of Agriculture** last month opened local bids for buildings and machinery equipment for elevators at San Nicolas, Mar del Plata and Zarate. Buhler Hnos. put in the only bid for the machinery and equipment of the elevator at San Nicolas, \$2,988,168. A number of additional tenders were telegraphed from abroad.

## Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same industry. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Oct. 14, 15.—Southern Mixed Feed Mfrs. Ass'n, Hotel Adolphus, Dallas, Tex.

Oct. 28. Nebraska Grain Dealers Ass'n, Fontenelle Hotel, Omaha, Neb.

Feb. 16, 17, 18. Farmers Elevator Ass'n of Minnesota, Minneapolis, Minn.

Feb. 22. Pacific Northwest Feed Ass'n, Seattle, Wash.

Feb. 22, 23. Farmers Grain Dealers Ass'n of Ohio, Toledo, O.

March 27, 28, 29, 30, Society of Grain Elevator Superintendents of North America, Kansas City, Mo.

May 9, 10. Illinois Grain Dealers Ass'n, Danville, Ill.

Holland will import 3,250,000 bus. of wheat from Rumania before May 31, under a commercial treaty.

## How Elevator Man Checkmated a Sharper

Grain dealers everywhere will be interested in learning that Frank Yeoman, manager of the Hanna Lumber & Grain Co., at Hanna, Ind., experienced a visit from a sharp solicitor recently, that followed the usual lines of high-pressure solicitors, same being, in effect:

"I am picking up renewals on your subscription to your grain journals."

"Oh! Has my subscription expired."

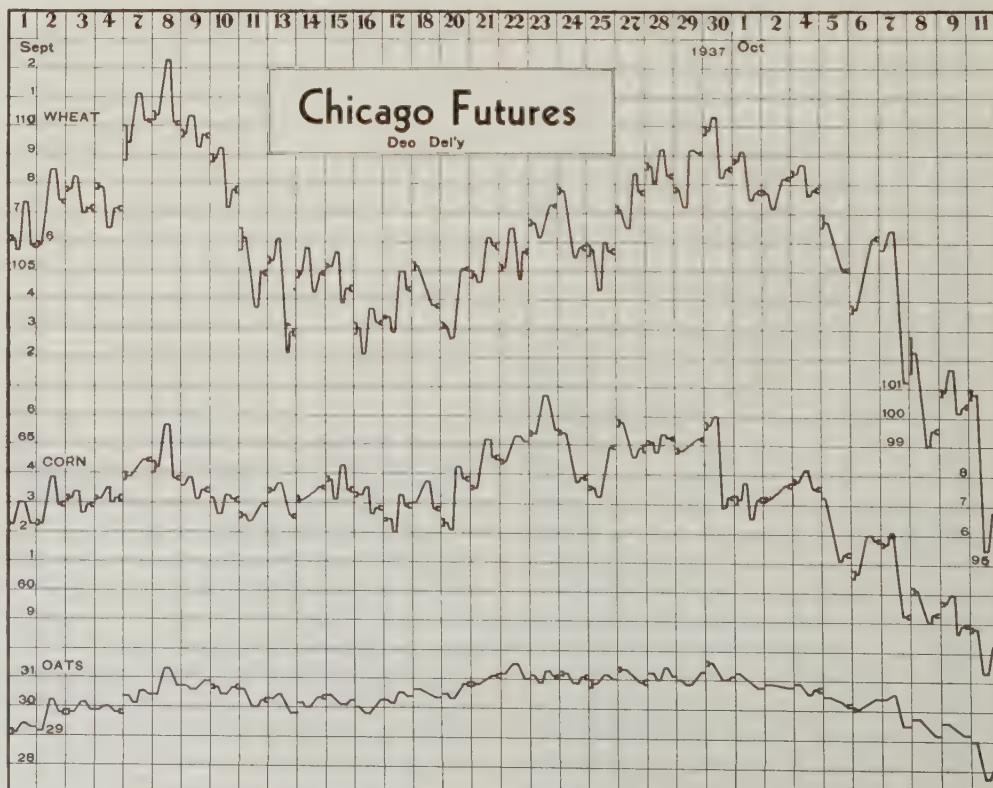
"Yes."

"Well, I want to keep it coming. Write it up."

Mr. Yeoman paid the fellow and received in return a receipt, which he took the precaution to look at immediately. He discovered it called for:

"Here, you! This isn't the journal I take. Give me my money back. I take the semi-monthly published in Chicago."

There was a little more. But Mr. Yeoman got his money back, and the smart solicitor left in considerable of a hurry.



# Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journals for publication.]

## The September Shorts

*Grain & Feed Journals:* The Chicago Board of Trade did not make many friends among the multitude by its action regarding the September shorts.

It is the old story that when men get caught in their own traps then, and then only, can you tell if they are worthy of the name of men.

It is not very pleasant to walk home in a wooden suit, but if the man is a real man he will take the pricking of the slivers without a murmur, especially when the wooden suit was acquired thru his own lack of foresight.

Oh, for the men of yesteryear who took their medicine like men.—E. H. Anschutz, Long Grove, Ia.

## Grain Dealer Adds a Portable Sheller

*Grain & Feed Journals:* Most of the corn thru this territory is sold to the grain elevator at the farm.

For this reason we have bought a corn sheller mounted on a truck. Now we can send the sheller to a farm where we have purchased corn, and shell the corn right into our delivery trucks for hauling to the elevator.

This type of service seems to become more and more popular among the farmers. We believe that the country elevator that has its own trucks and its own corn sheller can protect its business from irresponsible nomads.—R. L. Miller, Exira Elevator, Exira, Ia.

## Welcome the Traveler

*Grain & Feed Journals:* A prolific source of helpful information for grain and feed dealers who are up on their toes is the endless line of traveling men who call upon them.

The observing traveling man who calls on all classes of trade over a wide area soon acquires a fund of valuable information about merchandise, sales plans, methods, arrangement of stocks, short cuts in keeping records, and many other things about a grain elevator and feed grinding plant that come only to an alert observer of broad experience.

Traveling salesmen are seldom known as quiet, reticent fellows. To the grain and feed dealer who opens up and gives them half a chance they will pass along an endless stream of ideas that suffer little for not being personal experiences. And the convictions of the traveler are usually based on his knowledge of many experiences, hence they are apt to be reliable.

Give the experienced traveler a ready ear and you will often profit where you least expect it.—M. I. Trailer.

## Price Cutting Outlawed in California

*Grain & Feed Journals:* All districts seem very much interested in the fair trade plan, now that it has been expanded to the Sacramento area. The recent legislature vastly strengthened the Unfair Practices Act. Fluctuations in daily prices for a feed product are perfectly legitimate as between dealers each according to his own judgment. Price cutting is prohibited, that is selling below cost of goods and dealers' overhead expense.

Most retailers want protection against shopkeepers who use every subterfuge to break down price, or get special rebates. Chiselers defame the integrity of competitive feed dealers. For this reason, we urge that retailers tack a summary on the wall where such customers may be shown just how illegal it is to give one customer special treatment not given to all.

The Robinson-Patman Act covers interstate firms and transactions. This Act covers intra-state or local business. Both apply to wholesale and retail business. The law can be made a living force to help the dealer if he will discuss it with his own district attorney.—I. J. Stromnes, sec'y California Hay, Grain & Feed Dealers Ass'n, Sacramento, Cal.

Sales have been made from Chicago recently of approximately 2,000 tons of soy bean meal for January, February and March shipments to the continent, ocean space for these shipments being covered thru Baltimore.

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for December delivery at the following markets for the past three weeks have been as follows:

	Option	Sept.		Oct.		Oct.		Oct.		Oct.											
		High	Low	22	23	24	25	27	28	29	30	1	2	4	5	6	7	8	9	11	
Chicago		131 $\frac{1}{2}$	95 $\frac{1}{2}$	105%	107 $\frac{1}{4}$	105%	105%	107%	108 $\frac{1}{4}$	109	108 $\frac{1}{2}$	107 $\frac{1}{2}$	107 $\frac{1}{2}$	107 $\frac{1}{2}$	105	106 $\frac{1}{4}$	101 $\frac{1}{4}$	99 $\frac{1}{2}$	100%	96 $\frac{1}{2}$	
Winnipeg		143 $\frac{1}{2}$	107	123	124 $\frac{1}{2}$	123 $\frac{1}{4}$	123 $\frac{1}{4}$	125%	127 $\frac{1}{2}$	127 $\frac{1}{2}$	126 $\frac{3}{4}$	126 $\frac{1}{2}$	126 $\frac{1}{2}$	127 $\frac{1}{2}$	126 $\frac{1}{2}$	123 $\frac{1}{4}$	124 $\frac{1}{2}$	119 $\frac{1}{2}$	117 $\frac{1}{2}$	119 $\frac{1}{2}$	126 $\frac{1}{2}$
Liverpool*		127		130 $\frac{1}{2}$	130 $\frac{1}{2}$	132 $\frac{1}{2}$	132 $\frac{1}{2}$	130 $\frac{1}{2}$	133 $\frac{1}{2}$	135 $\frac{1}{4}$	134 $\frac{1}{4}$	136 $\frac{7}{8}$	135 $\frac{1}{2}$	135	135 $\frac{1}{2}$	132 $\frac{1}{2}$	129 $\frac{1}{2}$	126 $\frac{5}{8}$	127 $\frac{1}{2}$	126 $\frac{1}{2}$	
Kansas City		127	91 $\frac{1}{2}$	100 $\frac{3}{4}$	102 $\frac{1}{2}$	100 $\frac{5}{8}$	101	102 $\frac{1}{2}$	103 $\frac{1}{2}$	104 $\frac{1}{4}$	104 $\frac{1}{4}$	103 $\frac{1}{2}$	104 $\frac{1}{4}$	104 $\frac{1}{4}$	103 $\frac{1}{2}$	101 $\frac{1}{2}$	102	97 $\frac{1}{2}$	95 $\frac{1}{2}$	96 $\frac{1}{2}$	92 $\frac{3}{4}$
Minneapolis		142 $\frac{1}{2}$	103 $\frac{1}{2}$	114 $\frac{1}{4}$	115 $\frac{1}{2}$	113 $\frac{1}{2}$	113 $\frac{1}{2}$	114 $\frac{1}{2}$	115 $\frac{1}{2}$	116 $\frac{1}{2}$	116 $\frac{1}{2}$	115 $\frac{1}{2}$	115 $\frac{1}{2}$	115 $\frac{1}{2}$	115 $\frac{1}{2}$	112 $\frac{1}{2}$	113 $\frac{1}{2}$	108 $\frac{1}{2}$	107 $\frac{1}{2}$	108 $\frac{1}{2}$	104 $\frac{1}{2}$
Duluth, durum		113 $\frac{1}{2}$	89	97	97 $\frac{1}{4}$	95 $\frac{1}{2}$	94 $\frac{1}{2}$	96	97 $\frac{1}{2}$	99 $\frac{1}{4}$	98 $\frac{1}{2}$	98$\frac{1}{2}$	98$\frac{1}{2}$	98$\frac{1}{2}$	98$\frac{1}{2}$	97 $\frac{1}{2}$	97 $\frac{1}{2}$	93 $\frac{1}{2}$	92	93 $\frac{1}{2}$	89 $\frac{3}{4}$
Milwaukee		131 $\frac{1}{4}$	95 $\frac{1}{2}$	105 $\frac{1}{2}$	107 $\frac{1}{2}$	105 $\frac{1}{2}$	105 $\frac{1}{2}$	107 $\frac{1}{2}$	108 $\frac{1}{2}$	109	108 $\frac{1}{2}$	107 $\frac{1}{2}$	108 $\frac{1}{2}$	107 $\frac{1}{2}$	105	106 $\frac{1}{2}$	101 $\frac{1}{4}$	99 $\frac{1}{2}$	100 $\frac{1}{2}$	96 $\frac{1}{2}$	
		Wheat																			
Chicago		86 $\frac{1}{2}$	56%	65 $\frac{1}{2}$	65 $\frac{1}{2}$	63 $\frac{1}{2}$	64 $\frac{1}{2}$	64 $\frac{1}{2}$	65 $\frac{1}{2}$	65 $\frac{1}{2}$	63 $\frac{1}{2}$	63$\frac{1}{2}$	63$\frac{1}{2}$	63$\frac{1}{2}$	63$\frac{1}{2}$	61 $\frac{1}{2}$	61 $\frac{1}{2}$	59 $\frac{1}{2}$	59 $\frac{1}{2}$	58 $\frac{1}{2}$	57 $\frac{1}{2}$
Kansas City		88 $\frac{1}{2}$	54 $\frac{1}{2}$	63 $\frac{1}{2}$	63 $\frac{1}{2}$	62 $\frac{1}{2}$	63 $\frac{1}{2}$	63 $\frac{1}{2}$	63 $\frac{1}{2}$	63 $\frac{1}{2}$	61 $\frac{1}{2}$	59 $\frac{1}{2}$	60 $\frac{1}{2}$	58	57 $\frac{1}{2}$	57 $\frac{1}{2}$	54 $\frac{1}{2}$				
Milwaukee		86 $\frac{1}{2}$	56 $\frac{1}{2}$	65 $\frac{1}{2}$	65 $\frac{1}{2}$	63 $\frac{1}{2}$	64 $\frac{1}{2}$	64 $\frac{1}{2}$	65	65 $\frac{1}{2}$	63 $\frac{1}{2}$	63$\frac{1}{2}$	63$\frac{1}{2}$	63$\frac{1}{2}$	63$\frac{1}{2}$	61 $\frac{1}{2}$	62	59 $\frac{1}{2}$	59 $\frac{1}{2}$	58 $\frac{1}{2}$	57 $\frac{1}{2}$
		Corn																			
Chicago		42 $\frac{1}{2}$	27 $\frac{1}{2}$	31	31	31	31	30 $\frac{1}{2}$	31 $\frac{1}{2}$	31 $\frac{1}{2}$	30 $\frac{1}{2}$	30$\frac{1}{2}$	30$\frac{1}{2}$	30$\frac{1}{2}$	30$\frac{1}{2}$	30$\frac{1}{2}$	30$\frac{1}{2}$	29 $\frac{1}{2}$	29 $\frac{1}{2}$	29 $\frac{1}{2}$	28 $\frac{1}{2}$
Winnipeg		54 $\frac{1}{2}$	38 $\frac{1}{2}$	50 $\frac{1}{2}$	49 $\frac{1}{2}$	50 $\frac{1}{2}$	51 $\frac{1}{2}$	50 $\frac{1}{2}$	49 $\frac{1}{2}$	49 $\frac{1}{2}$	49 $\frac{1}{2}$	48 $\frac{1}{2}$	49	48 $\frac{1}{2}$							
Minneapolis		38 $\frac{1}{2}$	26 $\frac{1}{2}$	28 $\frac{1}{2}$	28 $\frac{1}{2}$	29	28 $\frac{1}{2}$	29 $\frac{1}{2}$	28 $\frac{1}{2}$	28 $\frac{1}{2}$	28 $\frac{1}{2}$	27 $\frac{1}{2}$	27 $\frac{1}{2}$	26 $\frac{1}{2}$							
Milwaukee		41 $\frac{1}{2}$	28 $\frac{1}{2}$	31	31	31 $\frac{1}{2}$	31	31 $\frac{1}{2}$	31 $\frac{1}{2}$	31	31 $\frac{1}{2}$	31	30 $\frac{1}{2}$	30 $\frac{1}{2}$	30 $\frac{1}{2}$	30 $\frac{1}{2}$	29 $\frac{1}{2}$	29 $\frac{1}{2}$	29 $\frac{1}{2}$	28 $\frac{1}{2}$	
		Oats																			
Chicago		96 $\frac{1}{2}$	70 $\frac{1}{2}$	79 $\frac{1}{2}$	80 $\frac{1}{2}$	79 $\frac{1}{2}$	80 $\frac{1}{2}$	80 $\frac{1}{2}$	80 $\frac{1}{2}$	81	80	79	79 $\frac{1}{2}$	78 $\frac{1}{2}$	77 $\frac{1}{2}$	77 $\frac{1}{2}$	77 $\frac{1}{2}$	74 $\frac{1}{2}$	73 $\frac{1}{2}$	74 $\frac{1}{2}$	71 $\frac{1}{2}$
Winnipeg		91	64 $\frac{1}{2}$	73 $\frac{1}{2}$	74 $\frac{1}{2}$	73 $\frac{1}{2}$	74 $\frac{1}{2}$	74$\frac{1}{2}$	74$\frac{1}{2}$	74$\frac{1}{2}$	74$\frac{1}{2}$	74$\frac{1}{2}$	74$\frac{1}{2}$	74$\frac{1}{2}$	72 $\frac{1}{2}$	71 $\frac{1}{2}$	71 $\frac{1}{2}$	68 $\frac{1}{2}$	68 $\frac{1}{2}$	69 $\frac{1}{2}$	65 $\frac{1}{2}$
Minneapolis		106 $\frac{1}{2}$	85 $\frac{1}{2}$	89 $\frac{1}{2}$	90 $\frac{1}{2}$	90 $\frac{1}{2}$	91 $\frac{1}{2}$	91 $\frac{1}{2}$	94	94 $\frac{1}{2}$	93 $\frac{1}{2}$	92 $\frac{1}{2}$	91 $\frac{1}{2}$	91 $\frac{1}{2}$	89 $\frac{1}{2}$	89 $\frac{1}{2}$	86 $\frac{1}{2}$	85 $\frac{1}{2}$	86 $\frac{1}{2}$	86 $\frac{1}{2}$	
Duluth		82 $\frac{1}{2}$	67 $\frac{1}{2}$	76	76 $\frac{1}{2}$	75 $\frac{1}{2}$	76	76 $\frac{1}{2}$	77	74	77 $\frac{1}{2}$	75 $\frac{1}{2}$	75 $\frac{1}{2}$	75 $\frac{1}{2}$	75	73 $\frac{1}{2}$	75 $\frac{1}{2}$	75 $\frac{1}{2}$	70 $\frac{1}{2}$	71 $\frac{1}{2}$	67 $\frac{1}{2}$
		Rye																			
Chicago		96 $\frac{1}{2}$	70 $\frac{1}{2}$	79 $\frac{1}{2}$	80 $\frac{1}{2}$	79 $\frac{1}{2}$	80 $\frac{1}{2}$	80 $\frac{1}{2}$	80 $\frac{1}{2}$	81	80	79	79 $\frac{1}{2}$	78 $\frac{1}{2}$	77 $\frac{1}{2}$	77 $\frac{1}{2}$	77 $\frac{1}{2}$	74 $\frac{1}{2}$	73 $\frac{1}{2}$	74 $\frac{1}{2}$	71 $\frac{1}{2}$
Winnipeg		91	64 $\frac{1}{2}$	73 $\frac{1}{2}$	74 $\frac{1}{2}$	73 $\frac{1}{2}$	74 $\frac{1}{2}$	74$\frac{1}{2}$	74$\frac{1}{2}$	74$\frac{1}{2}$	74$\frac{1}{2}$	74$\frac{1}{2}$	74$\frac{1}{2}$	74$\frac{1}{2}$	72 $\frac{1}{2}$	71 $\frac{1}{2}$	71 $\frac{1}{2}$	68 $\frac{1}{2}$	68 $\frac{1}{2}$	69 $\frac{1}{2}$	65 $\frac{1}{2}$
Minneapolis		106 $\frac{1}{2}$	85 $\frac{1}{2}$	89 $\frac{1}{2}$	90 $\frac{1}{2}$	90 $\frac{1}{2}$	91 $\frac{1}{2}$	91 $\frac{1}{2}$	94	94 $\frac{1}{2}$	93 $\frac{1}{2}$	92 $\frac{1}{2}$	91 $\frac{1}{2}$	91 $\frac{1}{2}$	89 $\frac{1}{2}$	89 $\frac{1}{2}$	86 $\frac{1}{2}$	85 $\frac{1}{2}$	86 $\frac{1}{2}$	86 $\frac{1}{2}$	
Duluth		82 $\frac{1}{2}$	67 $\frac{1}{2}$	76	76 $\frac{1}{2}$	75 $\frac{1}{2}$	76	76 $\frac{1}{2}$	77	74	77 $\frac{1}{2}$	75 $\frac{1}{2}$	75 $\frac{1}{2}$	75 $\frac{1}{2}$	75	73 $\frac{1}{2}$	75 $\frac{1}{2}$	75 $\frac{1}{2}$	70 $\frac{1}{2}$	71 $\frac{1}{2}$	67 $\frac{1}{2}$
		Barley																			
Chicago		52 $\frac{1}{2}$	42 $\frac{1}{2}$	47 $\frac{1}{2}$	48 $\frac{1}{2}$	47 $\frac{1}{2}$	47 $\frac{1}{2}$	47 $\frac{1}{2}$	47 $\frac{1}{2}$	48	48 $\frac{1}{2}$	48$\frac{1}{2}$	48$\frac{1}{2}$	48$\frac{1}{2}$	48$\frac{1}{2}$	48$\frac{1}{2}$	48$\frac{1}{2}$	47 $\frac{1}{2}$	47 $\frac{1}{2}$	46 $\frac{1}{2}$	45 $\frac{1}{2}$
Winnipeg		70 $\frac{1}{2}$	52 $\frac{1}{2}$	58 $\frac{1}{2}$	60	59 $\frac{1}{2}$	59	60 $\frac{1}{2}$	60 $\frac{1}{2}$	60 $\frac{1}{2}$	61 $\frac{1}{2}$	61 $\frac{1}{2}$	61 $\frac{1}{2}$	61 $\frac{1}{2}$	64 $\frac{1}{2}$	64 $\frac{1}{2}$	63 $\frac{1}{2}$	63 $\frac{1}{2}$	61 $\frac{1}{2}$	61 $\frac{1}{2}$	63
Chicago		126	91 $\frac{1}{4}$	94 $\frac{1}{8}$	93 $\frac{1}{2}$	91 $\frac{1}{2}$	92	92 $\frac{1}{$													

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Henderson, Ky., Sept. 29.—We report a fine crop of new corn.—W. C. Boyle & Co.

Grand Valley, Colo., Oct. 6—Crop conditions were very good in this section this season.—A. A. Alley.

Delmont, S. D.—Acreage on all grain very nearly the same as last year. None plowed up. Average yield, wheat, 6 bu., barley, 17 bu., oats, 20 bu.—Farmers Elevator Co., J. G. Williams.

Allen, Kan., Sept. 20.—Wheat acreage will be about the same this fall as last, but is going into the ground in better condition. Corn will make about 40% of a crop, but kafir and milo are good.—F. L. Bunds, Allen Elevator.

Chicago, Ill., Oct. 5.—Winter wheat seeding has been handicapped by dry soil in sections comprising nearly half of the belt's acreage. There is, of course, time to seed up into November.—H. C. Donovan, Thomas & McKinnon.

Viola, Kan., Oct. 5.—Wheat went into the ground in the best shape it has for years, but is suffering now for want of rain. Rough feed is more plentiful than it has been for 5 or 6 years, but we haven't much fall rain.—Viola Grain Co.

Wichita, Kan., Oct. 11—The weather has been unusually dry and moisture is needed to help the wheat crop along. Some relief has occurred through a general rainfall on October 9th, but intermittent showers are still needed.—E. E. Kohlwes.

Decatur, Ill., Oct. 2.—Fine weather for maturing the corn crop, which is drying out fast. However, the moisture content is still too high for cribbing or marketing with any degree of safety, but heavier feeding of new corn is general.—Baldwin Elevator Co.

Alamota, Kan., Sept. 20.—Wheat at this time is needing rain badly. Farmers, most of them, have their wheat planted and lots of the wheat will not come up until it rains. We have had local showers and some of the wheat is up, but must have more rain soon.—Farmers Elevator Co., B. B. Hageman, Mgr.

Greensburg, Ind.—Iowa may have its tall cornstalks, but Decatur county is claiming "tall ear" honors. A stalk of corn raised by Harry Tomson, has an ear seven feet and two inches above the ground. Many stalks have two large ears and three small ears. The yield is expected to average 35 bus. to the acre.—W. B. C.

Petersburg, Ind., Oct. 9.—The early corn yield is good and Pike county will produce the biggest crop for the past five years. The best yields are in western Pike county, where more rain fell than in any other parts of the county. Late rains that have fallen here will be highly beneficial to the late pastures, grain men and farmers say.—W. B. C.

Eldorado, Ill.—Despite the gloomy predictions of many veteran farmers, central and northern Illinois seed corn has produced one of the best corn crops Gallatin county farmers have enjoyed in many years. Many of the farmers of the county seemed faced with ruin when receding flood waters last winter left their seed corn worthless.—W. B. C.

Walla Walla, Wash., Sept. 22.—Indications are a larger acreage of winter wheat will be sown this fall than for many years. Seeding is under way and with plenty of moisture in the ground a good stand is assured. Past experience shows that if winter wheat gets a start before cold weather a crop of from 20 to 40 bus. an acre is assured.—F. K. H.

Evansville, Ind.—A wheat acreage as large as the one seeded a year ago will be seeded in the Tri-State area this fall, according to C. E. Skiver, wheat specialist. He bases his conclusions on interviews with farmers throughout the area as well as the demand for the services of the seed cleaning machines. Never before has there been such a demand for the services of the 10 machines which have already treated over 150,000 bus.—W. B. C.

Omaha, Neb.—The August heat period proved very destructive to the corn crop for lack of sub-soil moisture to sustain the plant when the rains failed us. The estimate for Aug. 1 was for 179,334,000 bus. It dropped to 74,358,000 bus. as of Sept. 1, a loss of 105 million bus. The entire state was affected.—Nebraska Grain Dealers Assn., J. N. Campbell, Secy.

Decatur, Ill., Oct. 9.—Rain the first of the week held up soy bean harvesting several days. Combining got underway again Thursday. Quality is good; yields around Decatur and south, where fields are not too weedy, are slightly better than expected. Beans in some sections of the northern part of the state will not yield as well. Yields are ranging from 15 to 37 bushels. With favorable weather, combining should be general and the movement increase in volume next week. Some beans going into farmers' bins.—Baldwin Elevator Co.

Weldon, Ill., Sept. 23.—A forty-year record for early cornhusking in Dewitt county was established today when 1,500 bus. belonging to Fred Jackson of Weldon, harvested by two corn pickers, were shelled and loaded into railway cars for shipment to the Chicago market. The corn averaged 70 bus. to the acre and was a mixture of Boone County white and Silvermine. Speed in husking and shelling of new crop corn brought 93 cents a bu. for Herschel Walker of Stanford, near Bloomington, in McLean County. A two-row picking machine was used in order to have a carload in to the Chicago market in time to fill a September contract.

Dodge City, Kan., Oct. 1.—September precipitation over Kansas was very light, establishing a new record of dryness for some sections. All districts of the state are in serious need of surface moisture. The western one-third and the north central sections of the state are especially in need of subsoil moisture. Dry weather, with high winds, has resulted in further soil blowing over the western part of the state and seeding has been delayed account of the soil being too dry to permit germination. Only about 40 to 50 per cent of the wheat acreage is seeded in this district.—J. F. Meyer, sec'y, Kansas Grain, Feed & Seed Dealers Ass'n.

Chicago, Ill., Oct. 5.—A corn crop of 2,653,000,000 bus. is forecast from a condition of 77% of normal in the last week of September. The ten year average (1926-35) condition on Oct. 1 was 67.9%. The indicated yield per acre is 27.6 bus., which compares with 16.5 bus. last year, and a ten year average of 24.4 bus. Total production last year was 1,529,000,000 bus. Our reports indicate a yield per acre of 9.7 bus. spring wheat, a total production of 205 million bus. The outcome of the oats crop is nearly the same as forecast a month ago. Reports indicate a yield per acre of 31.6 bus. (ten year average is 28.1 bus.), and a total of 1,134,000,000 bus.—Nat C. Murray, statistician Clement, Curtis & Co.

Dodge City, Kan., Sept. 17.—Considerable wheat is being sown in the more favored sections but believe that thru the southwest the acreage seeded will be somewhat less than last year, due to the inability of farmers to obtain their full requirements of seed. The kafir and milo crop of the Southwest does not promise much grain but considerable forage will be salvaged and some stations may ship out a few cars of grain. We find, by compiling official rainfall records for each county and averaging them into districts, that July and August of this year rainfall has been sufficient to put the soil in much better condition than existed at this time a year ago.—J. F. Moyer, sec'y, Kansas Grain, Feed & Seed Dealers Ass'n.

Springfield, Ill., Oct. 6.—Fall plowing and sowing of winter grains is behind in numerous areas because of soil dryness prevalent in more recent weeks; however, over a wide central area winter wheat is generally three-fourths sown and some is up. Good rains at the close of the period helped condition the soil for plowing, favored germination of winter wheat and other winter grains, and improved pastures, alfalfa, and other seasonable feed crops. Condition of corn ranges from some average to much very good, and fair and warm weather prevailing during most of the period favored good maturing; picking is just starting in the central and north. Some early picking in Warren and Logan counties shows exceptionally fine yields. Soybean haying and silo filling is now mostly completed. Soybeans are mostly average to good, and combining has started.—E. W. Holcomb, U. S. Weather Bureau.

Claire City, S. D., Sept. 20.—Threshing is all over with. Fair crop of rye and oats; barley and wheat were a near failure. Wheat run about 4 to 8 bu. an acre of 40 to 46 lb. test weight. Rye averaged about 24 bu. and oats 30 bu.; barley 4 to 8 and light, estimated from 26 to 35 lbs. Some rye has been seeded and some are holding off seeding until we get some moisture. Not much plowing will be done until we get some moisture.—Farmers Grain & Fuel Co.

Kansas City, Mo., Sept. 24.—We have been getting regular reports from our agents on soil preparation, moisture conditions and the progress of seeding, and with the exception of twelve to fourteen counties in the south central portion of the state and a few counties in southeastern Kansas, there has been a sub-normal recording of moisture in the balance of the state for the period from April to Sept. 15. This means that about 80%, or more, of the entire state has had sub-normal moisture for that period, which is in addition to a sub-soil deficiency for the past two years. Soil preparation has proceeded in most of the area altho our reports indicate that seeding is now almost at a standstill due to the fact that the moisture reaches only to a depth of six to ten inches, except in the favored counties mentioned above and farmers are fearful of just enough moisture to sprout the seed without sufficient moisture to carry it into the winter. It is difficult to estimate the percentage of seeding accomplished at this time as it varies from south to north.—Robinson Elevator Co.

Minneapolis, Minn., Sept. 22.—Moisture conditions are fair to good in Oklahoma and Texas, the south and southeastern sections of Kansas, southern Missouri, Arkansas and Louisiana, where winter wheat seeding is progressing rapidly and general prospects are much brighter than they have been for years. Even the "Dust Bowl" area of northern Texas, northwest Oklahoma, southwestern Kansas and southeast Colorado is in much better shape than for some time; rains have partly replenished the subsoil with moisture and the surface has sufficient moisture to start the grain now being sown. Northern Kansas, most of Nebraska, all of North and South Dakota with the exception of the eastern border, and eastern and northern Montana are still dry, and farmers are doing comparatively little work on the land until better moisture conditions are received. Minnesota and Iowa are in fair to good condition, the subsoil and the surface moisture being satisfactory at the present time; with this surplus moisture to depend on for next year farmers are greatly encouraged.—Carroll Crop Bulletin, T. R. Shaw, Editor.

The Buckwheat Ass'n held its annual meeting Sept. 17 at Elmira, N. Y.

## Government Crop Report

Washington, D. C., Oct. 11.—The U. S. Dept. of Agriculture makes the following report:

Total Conditi- on (in thousands)	For Oct. 1	Acreage Indicated Har- vested	
		Oct. 1 Pct.	Oct. 1 1937
Crop Corn, bu.	78,152,937	2,561,936	92,829
Wheat, all	626,461	886,895	48,820
Winter	519,013	688,148	37,608
All spring	107,448	198,750	11,212
Durum	8,175	28,335	1,544
Other			2,841
spring	99,273	170,415	9,668
Oats, bu.	789,100	1,152,433	33,213
Barley, bu.	147,452	232,878	8,322
Rye, bu.	25,554	51,869	2,757
Buckwheat	74	6,218	7,109
Flaxseed	63	5,908	7,643
Rice, bu.	87	46,833	52,703
Grain sor- ghums	66	55,701	97,299
Hay, ton	63,309	74,576	57,055
Hay, wild	6,915	9,943	10,694
Clvr. & tmyt.	21,324	24,412	22,010
Hay, alfalfa	24,750	27,364	14,034
Beans, dry edible, 100-lb. bag		11,122	14,340
Soybeans	81	.....	5,635
Cowpeas	70	.....	3,263
Grain Stocks on Farms on October 1			
Average			
—1928-32—			
	1,000	1,000	1,000
Crop	Pct.	bus.	bus.
Corn	7.4	154,903	8.7
Wheat	47.3	408,523	36.0
Oats	77.5	941,801	86.0
—1936—			
	1,000	1,000	1,000
	Pct.	bus.	bus.
Corn	7.4	154,903	8.7
Wheat	47.3	408,523	36.0
Oats	77.5	941,801	86.0
—1937—			
	1,000	1,000	1,000
	Pct.	bus.	bus.
Corn	7.4	154,903	8.7
Wheat	47.3	408,523	36.0
Oats	77.5	941,801	86.0

Average	—1928-32—	—1936—	—1937—
	1,000	1,000	1,000
Crop	Pct.	bus.	bus.
Corn	7.4	154,903	8.7
Wheat	47.3	408,523	36.0
Oats	77.5	941,801	86.0
	1,000	1,000	1,000
	Pct.	bus.	bus.
Corn	7.4	154,903	8.7
Wheat	47.3	408,523	36.0
Oats	77.5	941,801	86.0

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Henderson, Ky., Sept. 29.—Corn buying has not started to date.—W. C. Boyle & Co.

Fithian, Ill.—The Fithian Grain Co. shipped its first car of new soy beans to Chicago Sept. 30.

Claire City, S. D., Sept. 20.—About 35% of the grain raised is in farmers' hands.—Farmers Grain & Fuel Co.

Alamota, Kan., Sept. 20.—Farmers have very little wheat left in their bins, maybe 10,000 bus.—B. B. Hageman, Mgr. Farmers Elevator Co.

Assumption, Ill.—We shipped our first car of new soybeans Sept. 22 which is a new early date record for this station.—Assumption Elevator Co.

Allen, Kan., Sept. 20.—About 25% of the wheat remains in farmers' hands. Was offered a car of new kaifir this morning.—F. L. Bunds, Allen Elevator.

Ft. Worth, Tex.—On Monday, Sept. 27, the receipts of shelled corn, 185 cars, were the largest in the history of this market.—J. M. Clark, chief inspector.

Atkinson (p. o. Oxford), Ind., Sept. 25.—About 60% of oats and 40% of wheat are still in farmers' hands. Harvest of corn has not started to date.—Atkinson Grain Co.

Petersburg, Ind., Oct. 9.—New corn is selling from 50 to 55 cents per bu. here, but owing to the big crop only a limited amount of the grain is being bought. Harvesting of early corn started about the first of October.—W. B. C.

Omaha, Neb.—The Holmquist Elvtr. Co. breaking all records for early arrival, received the first car of new corn Sept. 18, selling same to Bartlett-Frazier of Chicago for 99 cents a bu. It graded No. 1 yellow, containing but 13.6 per cent moisture.

London, O.—Boris P. Wood of the firm, F. J. Wood & Sons, grain dealers, reported new corn was received at the plants in such quantities early this month they were forced to operate the huge grain drying plant at capacity 24 hours a day.

Ottawa, Ont., Sept. 30.—Wheat marketings in the Prairie Provinces for the week ending Sept. 24 amounted to 12,058,677 bus., an increase of 1,272,664 bus. over the previous week when 10,786,013 bus. were marketed. During the corresponding week a year ago the receipts were 9,168,632 bus.—R. H. Coats, Dominion Statistician.

Duluth, Minn.—Two large oat cargoes were recently shipped from Duluth to Midland, Can. One was for 632,000 bus. and the other totaled 640,500 bus. Quaker Oats loaded out the first freighter and Archer-Daniels-Midland the last boat. The run of country grain receipts has slowed up as shown by a marked reduction in arrivals at northwestern terminal markets.—F. G. C.

Enid, Okla.—Approximately 21,000,000 bus. of wheat, or about a third of the 1937 crop in Oklahoma, has gone through Enid's terminal system from June until Sept. 1. It was the greatest local movement of grain in the last five years. Dealer's estimate that 12,500,000 bus. exclusive of general sales, remain stored in Enid for autumn and winter markets. Grain dealers estimate 35 per cent of the crop remains in farmers' bins.—E. W. F.

Decatur, Ill., Oct. 2.—Harvesting of soy beans in the southeastern area is now well underway, yields ranging from 15 to 30 bus. per acre. Quality very good, beans are dry and somewhat smaller than other years. With continued favorable weather, harvesting will be general by next week. With farmers' bins rather well-filled with oats, off-grade wheat, and a big crop of corn to take care of, growers will probably not bin as many beans in proportion to the size of the crop as compared with previous years. The heavy growth of weeds and grass in many fields is delaying harvesting somewhat.—Baldwin Elevator Co.

## Barley Movement in September

Receipts and shipments of barley at the various markets during September, compared with September, 1936, in bushels, were:

	Receipts		Shipments	
	1937	1936	1937	1936
Baltimore	4,652	7,211		
Chicago	1,479,000	1,636,000	179,000	370,000
Duluth	3,740,210	1,202,601	2,818,141	1,029,225
Ft. William	7,210,073	5,215,108	3,485,149	3,792,818
Ft. Worth	1,600	10,200		8,000
Indianapolis	3,000			
Kansas City	33,600	46,400	9,600	24,000
Milwaukee	1,689,040	4,925,609	5,248,275	819,075
Minneapolis	4,946,000	2,389,000	2,961,000	1,561,460
Omaha	115,200	56,000	166,860	157,768
Peoria	232,400	343,400	155,400	184,800
Philadelphia	2,496	1,392		
St. Joseph	8,750	17,500	1,750	12,250
St. Louis	227,200	352,000	11,200	96,000
San Francisco	890,930	1,236,258		1,075,000
Superior	1,567,504	278,497	837,329	443,902
Toledo	9,800	15,600		5,880

## Corn Movement in September

Receipts and shipments of corn at the various markets during September, compared with September, 1936, in bushels, were:

	Receipts		Shipments	
	1937	1936	1937	1936
Baltimore		297,004	79,139	.....
Boston	1,100	561,287		.....
Chicago	5,908,000	3,704,000	2,309,000	1,107,000
Duluth	239,389	21,167	570,605	12,326
Ft. William			4,249	.....
Ft. Worth	982,500	1,365,000	106,500	313,500
Hutchinson		1,300		.....
Indianapolis	420,000	976,000	397,500	918,000
Kansas City	244,500	835,500	40,500	256,500
Milwaukee	26,350	404,550	20,800	80,600
Minneapolis	158,040	477,040	93,950	392,810
New Orleans	9,441	98,688	360,379	117,899
Omaha	205,636	596,400	174,687	460,179
Peoria	1,020,800	1,190,100	372,800	611,800
Philadelphia	166,302	485,147	120,000	.....
St. Joseph	96,000	123,000	15,000	82,500
St. Louis	375,000	650,500	76,500	390,000
San Francisco	8,600	10,000		.....
Superior	2,242	7,860	372,393	1,428
Toledo	44,800	156,250	38,300	103,470
Wichita	9,100	14,300		3,900

## Oats Movement in September

Receipts and shipments of oats at the various markets during September, compared with September, 1936, in bushels, were:

	Receipts		Shipments	
	1937	1936	1937	1936
Baltimore	57,753	28,415		.....
Boston	22,400	23,612		.....
Chicago	3,460,000	1,262,000	2,608,000	1,359,000
Duluth	3,171,774	85,284	901,546	373,144
Ft. William	1,438,682	924,240	943,181	2,086,965
Ft. Worth	62,000	42,000	14,000	18,000
Hutchinson	2,000			
Indianapolis	954,000	530,000	830,000	346,000
Kansas City	386,000	226,000	306,000	172,000
Milwaukee	196,620	29,380	60,800	108,300
Minneapolis	3,886,170	497,290	599,460	388,590
New Orleans		16,000	18,497	33,472
Omaha	700,000	220,000	575,033	628,233
Peoria	409,000	162,000	475,000	158,000
Philadelphia	36,069	41,403		.....
St. Joseph	206,000	390,000	90,000	100,000
St. Louis	344,000	444,000	338,000	340,060
San Francisco	50,000	12,500		.....
Superior	1,036,576	29,296	126,000	377,549
Toledo	148,800	389,500	332,725	154,600
Wichita	1,500	1,500		.....

## Wheat Movement in September

Receipts and shipments of wheat at the various markets during September, compared with September, 1936, in bushels, were:

	Receipts		Shipments	
	1937	1936	1937	1936
Baltimore	240,997	385,982		.....
Chicago	3,577,000	1,410,000	2,704,000	1,244,000
Duluth	9,919,293	3,953,710	4,001,937	2,743,887
Ft. Wm.	28,069,924	41,388,274	15,243,638	23,909,995
Ft. Worth	534,000	307,500	1,602,000	70,500
Galveston	1,266,000		1,394,666	.....
Hutchinson	792,000	1,264,000		.....
Ind. polis	132,000	156,000	168,000	178,000
Kan.	4,602,600	2,377,600	5,022,085	2,394,450
Milwaukee	220,220	141,598	518,419	319,854
Min'polis	10,872,930	1,811,070	2,601,930	1,069,540
New Or'lns	242,570		268,400	.....
Omaha	1,531,200	1,102,000	1,230,630	866,850
Peoria	88,800	177,600	175,200	168,000
Philad'lphia	352,129	75,495	55,356	.....
St. Joseph	584,000	396,800	964,800	393,600
St. Louis	1,508,900	811,500	1,145,000	607,550
San Fran.	202,800	333,400		.....
Superior	5,118,774	2,882,188	1,960,972	1,909,539
Toledo	575,440	475,165	295,025	240,490
Wichita	975,000	909,000	504,000	595,500

## Crop Reporters' Estimates

Chicago, Ill., Oct. 6.—Statisticians of Board of Trade firms estimate the corn, spring wheat and oats crops as follows, in millions of bushels:

	Corn	Spg. Wht.	Oats
Snow	2,598	188	1,161
Murray	2,653	205	1,134
Donovan	2,615	200	1,150
Miller	2,546	180	1,155
Galvin	2,560	194	1,135
Average	2,594	193	1,147
September average	2,625	195	1,154

## Notice Before Closing Trade

The J. W. Tipton Cotton Co. sold cotton on the New York Cotton Exchange thru Anderson, Clayton & Co., of Memphis, the contract requiring \$10 per bale margin, which the brokers later waived, reducing margin to \$5 per bale. On Feb. 4, 1933, the brokers notified Tipton that a stop loss order had been set at 17 points above the point to which margined. Feb. 18 the contract was changed from March to July delivery. No demand was made for additional margin, but on Feb. 26 the broker closed him out at \$6.05.

Tipton brot suit and was given judgment for \$2,550.22. He had been paid \$3,550.18 earlier.

The Springfield Court of Appeals at Springfield, Mo., affirmed the judgment on Sept. 8, 1936, holding that broker undertaking to buy on margin has no right to sell without client's authority, where he has sufficient margin in his hands, and if he agrees to carry account for certain time, or until certain event without further margin he is liable in damages for closing transaction before that time.

The jury had found seller had sufficient margin.

The contract had been assigned by Tipton to the National Cotton Seed Products Ass'n, who on demand refused to put up margin as required on the written contract.—99 S. W. Rep. 549.

## Disposition of Wheat in Canada, 1936-37

The carry-over of wheat in Canada at July 31, 1936, was 108,094,277 bus. Adding the 1936 crop, estimated last January at 229,218,000 bus., and imports during the crop year of wheat and flour equivalent to 397,396 bus., makes the total for distribution 337,709,673 bus. The disposition of wheat during the period Aug. 1, 1936, to July 31, 1937, was as follows:

	Exports	.....	.....	Bushels
Human consumption <sup>1</sup>	195,223,653			
Seed for the 1937 crop <sup>1</sup>	44,123,234			
Feed for stock and poultry <sup>1</sup>	33,721,250			
Loss in cleaning <sup>1</sup>	15,794,000			
Unmerchantable	2,500,000			
Carry-over, July 31, 1937	1,515,500			
	327,739,852			
	325,617,489			

<sup>1</sup>Subject to revision.

This check indicates an over-estimate of the 1936 crop of 12,092,184 bus., or 5.6 per cent.—Dominion Bureau of Statistics.

## Rye Movement in September

Receipts and shipments of rye at the various markets during September, compared with September, 1936, in bushels, were:

	Receipts	Shipments	1937	1936
Baltimore	134,560	592,629	.....	.....
Boston	600	300		
Chicago	1,096,000	1,129,000	331,000	603,000
Duluth	2,503,561	129,891	2,120,514	890,572
Ft. Wm.	363,328	442,571	46,909	326,098
Ft. Worth	3,000			
Hutchinson	1,300			
Indianapolis	34,500	72,000	36,000	76,500
Kansas City	45,000	16,500	15,000	18,000
Milwaukee	193,385	18,395	180,720	45,180
Minneapolis	913,470	361,050	957,730	266,600
New Orleans	5,452			
Omaha	93,800	57,400	131,	

# Corn and Soy Bean Crops Discussed by Ohioans

A thoro review of the corn and soy bean crop was given at the annual fall meeting of the Ohio Grain, Mill and Feed Dealers Ass'n held in Lima, Oct. 9.

The more than 150 visitors spent the morning renewing acquaintances and in the discussion of trade problems.

PRES. G. E. O'BRIEN, Greenville, opened the business session, following a luncheon in the Norval hotel, saying:

The grain business is one of the oldest, and a very honorable business to be in. Conditions are changing rapidly. Paved roads have brought the trucks, and there has been a lot of discussion as to what trucks are doing to the grain business. We must advance with conditions, if we don't we won't be in business long. Some grain dealers are making more by going into other lines. Side lines are a natural evolution of industry. The feed business is becoming an important adjunct of the grain business. In the eastern part of the state the feed dealer and manufacturer devote their entire time to the feed business, while in the western half the condition is different. The time has come when we should pay more attention to these feed men. We should hold district meetings and invite and encourage them to attend, prove to them we are interested in their business, and make the association of interest and value to them to the end they will join our ranks. If we don't do this these feed dealers will start their own association. You know it would be much better to have one association in the state serving the grain and feed trade than to have several.

J. W. CALLAND, Ft. Wayne, Ind., gave a very interesting talk on "What About Soybeans?" which is published elsewhere in this number.

SAM RICE, Metamora: What do you mean when you say 90% of the soybean meal produced must be consumed on these farms?

MR. CALLAND: If the corn belt farmers are to continue the raising of soybeans, they must consume on their farms the major portion of the soybean meal produced until such time as industry consumes a greater amount.

C. D. MORRIS, C. F. A., Chicago, in his talk on private ownership of railroads versus government ownership, said in part:

While traffic on our railroads is still somewhat in excess of the corresponding months of last year, net earnings, due to decreased rates and increased operating expenses, however, are rapidly decreasing and are most disappointing. Their revenues will be decreased at least \$150,000,000 by the discontinuance of the emergency rates at the end of last year.

The cost of railway materials and supplies will, it is estimated, exceed the amount expended for that purpose last year by \$125,000,000. This is due to the increased cost of these materials. Their fuel bill is running more than \$1,000,000 a month in excess of last year, which is a fair illustration as to the increasing cost of materials and supplies the roads are forced to have in order to operate.

The Retirement and Social Security legislation will cost the roads at least \$60,000,000 this year, and the increased wages, already granted, will add at least \$40,000,000 to this year's labor bill.

**Train Limit Bill.**—Then, there is the "train limit" bill, already passed by the Senate and being urged in the House. Should this bill become a law it will add \$150,000,000 annually to rail operating expense.

The railroads cannot be made a catch-all

for every burden the so-called reformers would place upon the government. They must be placed upon an equality, under the law, with other commercial transport agencies. They must be granted the right to charge remunerative rates for their services. Under such a policy, it is believed, the railroads will be able to take care of themselves, continue to furnish the best transportation service on earth, and be an ever-increasing encouragement to industrial America. Either this policy or one that will drive the rails eventually into government ownership seems certain.

**Government Ownership.**—Which policy shall it be? It seems impossible to obtain relief from the government, so that the matter is now up to the people. That the people want to resort to government ownership, with its record of inferior service and largely increased taxes, is beyond belief. Government ownership means political operation and political operation means higher taxes and inferior service. If you do not want these you must acquaint Congress with that fact. It is apparent that nothing short of a demand from the people themselves will arouse the government to the necessity of relief for the railroads.

PRES. O'BRIEN: I want to ask that each of you make every effort to increase the membership of the association. There are many in the state who should be members, and if you will make a special effort to get those in your immediate territory I am sure we can make real progress along this line.

SEC'Y W. W. CUMMINGS, Columbus, called attention to the manlift regulations, and told what was being done to prevent their working any undue hardships on grain elevator operators.

CHAS. LATSHAW, secretary Farmers Grain Dealers Ass'n of Ohio, Fostoria: There are some laws which should be scrutinized very closely by our legislative committee. It is better to do this than to change afterwards on the ground that they do not fit into the elevator program.

SEC'Y CUMMINGS: I get copies of all bills, and they are gone over very carefully, and you can rest assured we will protest any which we believe are detrimental to the trade. We have had help from other industries. I do not think we will be caught again. The industrial commission has been very fair. This manlift regulation was not put in to hurt the country elevator. I think the regulation will be eased up.

Reports on the soy bean and corn crops were asked for by Sec'y Cummings, and as all sections of the state were represented, an excellent cross section survey was available. All reported the corn as being high in moisture, and that farmers would be better off if they held the corn for a while.

A warning was issued to elevators buying this wet corn, that they would experience great difficulty shelling it. Because of its extremely wet condition shellers have a tendency to drag the corn off the wet ear damaging it to some extent, instead of quickly snapping it off as in the case of dry corn.

Buffalo, Toledo and other market representatives were called on for their opinion of the market.

PRES. O'BRIEN announced the annual spring meeting would be held in Columbus in June, dates to be set later.

Adjourned *sine die*.

## Ohio Convention Notes

Fred Mayér, the pencil merchant, did a thriving business. H. W. De Vore & Co. furnished the pencils.

Pencils and memo books were distributed by Welch Chemical Co.

A meeting of the Board of Directors was held Tuesday night.

Toledo was represented by G. R. Forrester, G. R. Forrester Co.; Geo. D. Woodman, Norris Grain Co.; Chas. R. Keilholtz, Southworth & Co.; Fred Mayer, H. W. DeVore & Co.; J. Staadecker; Henry Hirsch & Sons; P. M. Barnes, Lansing Grain Co.; L. J. Schuster; D. L. Norby; W. A. Boardman.

Buffalo sent J. N. Anderson, J. M. Mitchell, C. B. Weydman.

E. B. Evans came from Decatur, Ill.

Cincinnati was represented by E. A. and Lawrence Fitzgerald, F. P. O'Donnell.

Registration was handled by LeRoy Neal and R. S. Castle of the Mill Mutuals.

Carl Berger and Mr. Miller represented the Sidney Grain Mch. Co.

Seed men present included: E. T. Dickey, Ft. Wayne, Ind.; C. J. Fry, Tiffin.

The feed trade was represented by W. A. Seaman, Ft. Wayne, Ind.; Gus Holland and E. P. Short, Marion; D. B. Walker, Circleville.

Other feed ingredient and machinery representatives were: W. H. Grubbs, Milwaukee, Wis.; O. J. Weiker, Upper Sandusky; W. A. Orthey, Findlay; H. G. Eickhorn, Cleveland; A. Emerine, Fostoria; Mark Appleby, Indianapolis, Ind.; S. S. Maier, Lorain; F. S. Modjeska, Toledo; G. F. Martin, Dayton; C. A. Caws, Toledo; J. J. Pollard, Munsey, Pa.

Columbus representatives were, in addition to Sec'y Cummings, L. J. Dill, F. A. Drescher.

Mrs. George Forrester, Toledo, was the only lady to register.

**Ohio dealers present included:** Fred Abbott, Delta; Calvin Amstutz, Elmira; W. D. Anderson, Union City; Orville Badertscher, Defiance; Otis J. Bear, Leipsic; N. G. Bennett, McComb; C. Laverne Berryhill, Fletcher; E. G. Bolles, Anna; L. G. Bradstock, Wellington; N. S. Bricker, Oak Harbor; D. A. Bricker, Rockford; R. B. Calvalage, Ft. Jennings; W. H. Clay, Quincy; E. B. Copeland, McGuffey; John Craig, Fostoria; R. E. Crone, Osborne; E. L. Diller, Bluffton; J. Paul Donley, Ashland; Voyle Duggeon, Glenmore; Joe Fedders, Franklin; Ben H. Focht, Ada; C. A. Fogelman, Tiffin; L. R. Fossy, Raevsan; A. L. Fritz, Buckland; C. B. George, McComb; L. A. Gilliland, Van Wert; W. E. Greene, Findlay; Karl Heberg, Okolona; Ed. Heldman, Jenera; Edgar Heiber, Bloomingville; C. A. Hiegel, Leipsic; B. R. Hoaglin, Scott; Harry Hoffman, Ada; H. F. Hupman, Yellow Springs; D. M. Jennings, Beaverdam; P. W. Jones, Bellefontaine; H. F. Kaelber, Cardington; F. J. Kempf, Pandora; E. W. Laubis, Hepburn; Virgil Long, Ansonia; W. W. McConnell, McGuffey; Geo. and G. E. O'Brien, Greenville; H. G. Pollock, Middle Point; C. W. Pontius, Lewisburg; S. W. Potts, Bryan; Henry Romebarum, Montezuma; O. L. Ross, Greenville; H. K. Scott, Marysville; Russell M. Sloman, Gallipolis; C. R. Swartz, New Hampshire; E. E. Vance, Ansonia; A. T. Ward, Fostoria; C. A. Welksom, Sidney; G. O. Wemier, Rosewood; Edw. J. Wendeln, Jewell; Ivan Werder, Archbold; H. R. Winale, Pickerington and W. C. Youmans, Plain City.

**At Moscow, Russia, Sept. 27,** seven more "grain spoilers" were sentenced to death, bringing to 50 the total of prisoners condemned since a series of trials began two weeks earlier. Five employes of a grain collection organization were shot at Kazakstan for mixing selected seed grain with ordinary grain. Three persons were found guilty of spoiling grain in Archangel and sentenced to death.

**The Belgrade** office of the Buro of Agricultural Economics reports the Rumanian Government has increased the export premium on wheat from 30 lei per quintal, approximately 6 cents per bushel, to 70 lei per quintal, about 14 cents per bushel. The increased premium is to be effective on sales made between Sept. 2 and Oct. 10, 1937. September prices of Rumanian wheat were around \$1.15 per bushel in Liverpool, as compared with about \$1.25 for Russian and \$1.30 for United States wheats.

## Chicago September Corn

Cargill, Inc., states its position in the September corn deal as follows:

Over a year ago Cargill became convinced that the United States was facing the greatest corn shortage in its history. In the crop year of 1934-35, which was somewhat similar to the crop year 1936-37, Cargill had sold to its customers approximately 45 million bushels of corn. It seemed reasonable to expect that Cargill's customers would require substantially the same amount in the crop year of 1936-37.

The company was naturally anxious as to where such large supplies could be obtained, and protected itself from being in the position of a grocer who has nothing on his shelves with which to keep his customers satisfied, by purchasing large quantities for forward delivery wherever such corn could be bought as cheaply as possible. The two main sources of supply during the past crop year which were cheapest have been the Argentine and the Chicago futures market. Whenever Argentine corn, quality considered, was cheaper than Chicago futures, the company purchased Argentine corn; whenever the Chicago futures were cheaper, the company purchased the Chicago futures. During the future delivery months of September, 1936, and December, 1936, the Chicago futures were cheaper than Argentine corn and the company purchased large quantities of these futures. In May and July, 1937, Argentine corn was cheaper than the Chicago futures, and during these periods the company purchased Argentine corn instead of Chicago May corn or Chicago July corn.

It had long been obvious, as evidenced by the enormous importations of corn, that the corn industries must, in large measure, fill their requirements from foreign corn. By July, however, unseasonably heavy short selling had depressed the price of the Chicago September future to a point where it was approximately 18c cheaper than Argentine corn. Naturally, therefore, as the Chicago September future became cheaper than foreign corn, Cargill purchased its anticipated requirements by buying the Chicago September corn future instead of Argentine corn, with the idea of taking delivery of the corn of which the contracts guaranteed delivery, or of selling out these contracts if the price advanced to a point where other sources of supply were cheaper.

In due course September came around and it became evident that the shorts had no intention of either delivering the actual corn or bidding the price up to a point where other corn became more desirable.

The Business Conduct Com'ite of the Board of Trade feared that there would be defaults, so they ordered Cargill to sell a stipulated amount of September futures, regardless of price; Cargill refused to comply with the order, because of its unfairness, in that the shorts were not ordered to buy in a stipulated amount of their contracts, regardless of price, and because it merely encouraged reckless short selling of the type which unwarrantably and un-economically depresses the price of a staple commodity, thereby causing unnecessary losses to the producer and, in general, placing the name of the grain trade in disrepute with the public which it serves.

The Board of Trade, therefore, suspended trading in September corn and fixed a settlement price as of the closing quotations of the day prior to the suspension of trading, on the grounds that an emergency existed and there was not enough available corn to meet the contracts outstanding. Cargill protested this action on the grounds that no emergency existed and that the settlement price was unfair.

To summarize the entire matter, Cargill purchased Chicago September corn in its ordinary routine business of marketing corn, then found that it was denied delivery on the contracts which it entered into in good faith, and has, therefore, protested to the Chicago Board of Trade that it considered the Board's action un-

fair, and in complying with the Board's order wishes to reserve all of its legal rights.

## Government Control Will Increase

By H. E. FREDERICK, Marysville, O.

Featured speaker at a regional meeting of 45 Ohio grain dealers at Marysville, O., Sept 23, Dr. H. H. Maynard, Prof. of Marketing, Ohio State University, traced the extension of government control activities into new fields, following a trend towards limitation of the right of free competition.

Prof. Maynard reviewed his experience with codes. His services as a member of four code authorities convinced him, he declared, that the code structure broke down because American business men do not want the degree of control which codes exercise over prices, wages, and competitive conditions.

The Robinson-Patman law bids fair to "back fire" and work in just the opposite direction from that planned by its sponsors, believed the speaker. The Montgomery Ward-Bird Floor Covering decision of the Federal Trade Commission as well as experience in similar cases which have come to Prof. Maynard as a market consultant cause him to predict that study of differentials in sales costs may prove that large buyers have not been receiving preferential discounts as large as might be justified by differences in selling costs.

The state fair trade laws made interstate in application by the Miller-Tydings law now give us national price maintenance legislation. Applying this to the grain and seed business, the speaker suggested that manufacturers of branded feeds, package seeds, etc., will find it wise to establish minimum resale prices in order to control predatory price competition. Some will welcome such action by manufacturers. Others feel that favorable costs, low overhead, etc., permit them to sell feed and seed for less than can some other types of dealers and believe that legislative control over their prices is totally unjustified.

The speaker predicted that regardless of what administration may be in power during the next few years, control over business will increase in scope and forms.

Dr. Maynard's talk was followed by discussion on the soybean and corn situation. Some dealers announced that combining had started. Most of them agreed that within ten days the cutting of beans would be in full swing. Early beans are running from 14% to 16% moisture. Most of these beans grade close to No. 2. Prices paid farmers were from 80c to 85c.

RAY ROWLAND, Circleville, talked on soybean conditions. He felt that Japan would be very anxious to move beans out of Manchuria to raise enough money to finance the war which is going on now in the East. This fact, he felt, would contribute to lower prices on soybean oil meal.

Short talks were given by Fred Mayer of De Vore & Co. George Woodman of the Norris Grain Co. was bearish on corn and felt that prices would work lower. George Forester, of George Forester & Co., said corn in northwestern Ohio looked like 60% of a crop. He thought there would be a good demand for corn until the first of the year, and after that possibly lower prices. W. A. Boardman, East Side Iron Elevator, gave a short discussion on the grain market. D. G. Scott of the O. M. Scott & Sons Co., Marysville, talked on the soybean seed situation for the coming year.

Those present included Earl Ellis, Urbana; Bob Knight, Columbus; H. E. Frederick, Marysville; Carl Wilkinson, Sidney, and many others representing the feed and grain trade.

A four course dinner preceding the meeting was made the more enjoyable by music from a three piece orchestra.

A lively discussion on just how much the government would regulate the feed and grain business in the future and whether the government intends to subsidize cooperative and consumers leagues brought the meeting to a close.

## Testimonial Dinner Honors Charles S. Clark

Many friends of the Grain & Feed Dealers National Ass'n attended a testimonial dinner in honor of Charles S. Clark, Chicago, on the Peacock Terrace of the Baker hotel, Dallas, at noon, Oct. 11, in recognition of his service in organizing the National ass'n and in serving it as Sec'y-Treas. during the early years of its existence.

EXECUTIVE V. P. R. B. BOWDEN had charge of the meeting, and exhibited photographs and badges of early day National ass'n conventions.

PRES. S. W. WILDER of the National ass'n told of the part Mr. Clark had played in promoting movements that welded the grain trade closer together, and gave the members of the trade a clearer understanding of each other's problems and fostered a willingness to cooperate with each other.

BEN CLEMENT, Waco, speaking on behalf of the past presidents, reminisced from his early experiences in the grain trade, a trade to which he, like Mr. Clark, has devoted a lifetime of effort. He praised Mr. Clark as an early sec'y of the National ass'n, and credited to him many of the reforms that improved trade relations not only between the grain dealers themselves, but between the grain trade and the associated industries, such as the railroads, and shipping organizations.

W. H. CHAMBERS, now living at Keechi, Tex., the first sec'y of the National ass'n, and the man who drew up the first outline for the arbitrations rules, was introduced and took a bow.

EX. V. P. BOWDEN exhibited a sheaf of congratulatory letters written to Mr. Clark by every living past president of the National ass'n, and explained that he was having them appropriately bound in leather, to be presented to Mr. Clark.

The honored guest, Mr. Clark, responded to the toasts and eulogies of his many friends with a historical review of the abuses and trade troubles that brot about the organization of the Grain & Feed Dealers National Ass'n, reflecting the reforms that have come in trade methods and practices, and explaining how these reforms, often difficult because of opposing interests, were accomplished. At the close of his review he expressed his appreciation of the honors his friends in the trade had bestowed upon him with the testimonial dinner, and was presented with a handsome desk set.

Notorious for having a typical editor's desk, piled high with papers, Mr. Clark was humorously urged by V.-Pres. Bowden to clean off "at least one little corner where he can find this pen when he needs it."

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# The National Association at Dallas

The 41st annual meeting of the Grain & Feed Dealers National Ass'n in Dallas, Tex., attracted many for the preconvention session of the Board of Directors, the weighmasters and chief inspectors ass'ns on Sunday, Oct. 10, so that before the last visitor retired well over 100 delegates had arrived.

Monday morning witnessed the registration of many new names and before the afternoon session was adjourned 412 had registered. The weather was most propitious encouraging delegates to make use of the Lone Star State's smooth highways.

## Monday Morning's Session

The first general convention session was called to order in the beautiful Crystal Ball Room of the Baker Hotel by President S. W. Wilder of Cedar Rapids, Iowa, who is closing his second term in office.

The Invocation was asked by Dr. W. C. Martin of the first M. E. Church South.

Addresses of welcome were delivered by Joe E. Lawther, president of the Liberty State Bank, Nathan Adams, pres. of the First National Bank, and by J. C. Crouch, pres. of the Texas Grain & Feed Dealers Ass'n.

The response in behalf of the National Ass'n was made by First Vice-President Otto F. Bast of Minneapolis, Minn.

PRES. S. W. WILDER read his annual address as follows:

## Annual Address of President Wilder

Under any conditions, it is difficult for a retiring president to choose a theme for his talk. He can hardly confine his talk to the common ground of philosophy, for he is talking to men who already have formed their own workable philosophies of life and of business. It is not fitting for him to spend his time in complaining of past economic sins of political groups, for that is too much like whimpering, and lends little to a constructive program. And certainly a retiring president will not spend any time scolding the membership for its possible shortcomings, for his term of office has given him only a greatly increased faith in, and respect for, the average man who has been helping to do this national job through our Association.

If I can command your patience, perhaps I might interest you in the experiences of a country grain dealer from Iowa who, as president of your National Association for two years, has had some interesting experiences, and some personal reactions. These reactions will be told as sincerely as he is able to tell them, and with as little prejudice as possible, even though some of you feel that the personal reaction is clothed in personal opinion.

May I speak from two angles; first, that of an active grain and feed dealer interested in the same problems that confront you men; second, as an official of your National Association, obliged by custom to make certain comments upon, and recommendations concerning, the activities of your Association?

**Distributors:** As a member of this trade, I find that our problems are, in the main, common problems. We are distributors of agricultural commodities, and cost of distribution still stands as the most important problem in all our economic discussions. Within the past month one official bureau has shown that, in some lines and some trades, there is a markup of almost 100 per cent between the manufacturer and the consumer. For a great many lines, the average cost of distribution was some 43 per cent of the final cost to the consumer. And, odd as it may seem, this official remarked that this distribution cost was apparently NOT too high in comparison to the complex and heavy demand placed upon the distributor.

Here we come to one point where much of

our educational work needs to be done. Even though the cost of distribution in our trade is far, far below the percentages I have just mentioned, we need to meet frankly the impression that still remains in some people's minds—that distributors, or middlemen, are unnecessary toll-takers between producer and consumer.

We are long past the barter stage of history, and distribution now is a matter of many miles and much time. The man who operates a freight train, the man who handles the grain, and even the terminal market operator whose experience and judgment give grain what is called "time and place value," are just as much creators of wealth as the man who puts his time into planting and reaping.

For that reason, I think we need be less disturbed about the whirling-Dervishes of American politics, and more concerned with an intelligent and continual educational program of our own. And this educational program of our own should emphasize, continually, our struggle to reduce the costs of distribution. It should strive to maintain that old boast of our trade—that we handle grain from producer to processor at a lower cost than any other product is handled to or from the farm.

But we cannot reduce distributive costs while our overhead costs continually rise. Political interference that leads to legislative enactments for our business, too often only increases the cost of doing business, with gain for no one. It is ridiculous for the politician to argue that our costs are too high, the while he proposes unnecessary controls that adds to our costs.

**The railroads**, as an instance, have long felt this pressure. Reduced freight rates are one of the first economic necessities in our society today, yet in the face of this need for reduced rates the railroad costs have been generally increased by taxes, labor charges and unregulated competition.

Costs can rise only so high before there is rebellion against high prices. When that protest sets in strongly, there is likely to be a demand for government ownership and operation, upon the theory that an *unrestricted* government can operate at less cost than can a highly *restricted* private industry.

This is perhaps the place to state frankly that we do not oppose social controls over business, through the means of duly constituted government. Our first impulse is to police our own trade, but in a nation of such geographical extent, and of such huge population, this is not practical under present conditions. Society must act as umpire, helping to set up fair rules, and seeing that these rules are enforced. No fair-minded man could object to society acting as a fair referee. But we want to draw the line between a legal control that protects both the trade and the public, and that sort of control which springs from political expediency and serves only to increase distributive costs.

**Unfair Discrimination**—At a football game this month some of you may not like the referee who penalizes the home team, but all in all you accept the umpire's job as a necessary one, and his decisions as fair interpretations of clearly written rules that apply to all sides.

But you would soon protest any umpire who, because he did not like one team, would tackle that team's runner. You feel that this is not his part in the game, and your resentment would be both immediate and vigorous. And if the game officials got into a huddle of their own and decided that certain rules should apply to one team, but not to the other, I think you would protest with vigor.

In politics we sometimes endure what in sports we would refuse to accept. We have seen government under various political administrations deserting its position as referee, and making up its own competition against private enterprise. Or we have seen it allow one part of an enterprise to play under one set of rules,

and not apply those rules to other competitors. This last position is about our position in respect to competition from truckers and peddlers.

It is not that we want uneconomic regulations placed upon truckers; we merely ask that state and federal governments write the same set of rules for both grain dealers and truckers. We want the rules to apply equally in tax load, licenses and bonds, cost of public facilities, and in grading and weighing. We do not demand that trucking be either stopped or crippled by uneconomic laws. The trucker has as much fundamental right to be in the grain business as any of us. If he can carry a comparable load of regulations, a comparable load of taxes, and a comparable set of requirements for weights, bonds and grading, and still show a profit, he must eventually be accepted as a part of our trade. We want the same set of rules for both sides in this contest.

When the government goes into business either directly or by loans or subsidies for a favored side; or when the government fails to write rules that will apply without favor to either side, then we have a condition that increases our costs. I come back again to this reaction—that increased costs are the first problem and concern of our national trade.

**"What shall we do about it?"** Being, as a class, rather confirmed individualists, we are poor joiners. That means that we do not easily become enthusiastic over activities of our groups. Our so-called "organized grain trade" has less organization than most of the groups that oppose us; we are able to command less financial support than most of the organizations that we must face.

Our first problem, it seems to me, is that of unity in the grain and feed trades. We have made an approach to that problem in the past year. Today we have 23 grain and feed trade associations affiliated with our National Ass'n, compared to only 14 such associations at this time last year. Our country representation in the year has risen from less than 1,800 to more than 4,000. We have increased our direct membership, and we have increased our monthly bank balance in the face of mounting expenditures.

But we have far to go before we can claim even nominal unity. I hope that, during the coming year, this National Association will undertake its most extensive direct membership



Retiring Pres. S. W. Wilder, Cedar Rapids, Ia.

campaign. There are still hundreds of firms that should be direct members, and who would gladly join with us if some of you present members will only invite them.

There is no miracle in increasing direct membership. We have tried all means—but personal contact and invitation by present members is the only efficient means of increasing membership. Twice in past years we have hired membership men, and neither time did they pay expenses. Our prospective membership is too widely scattered. The job must be done by present members.

It now is proposed that our headquarters staff help you toward organization by states and by cities during the next 12 months. This means that many of you will be called upon, during the coming year, to lend your personal influence, and some of your time, to the business of increasing our direct membership. By your response to that call will be measured your interest in your own national problems. There is much that we can and should do.

**Collecting Liens:** I hope that our State and Regional Associations, working through and with our National Association, will in the coming year take vigorous hold of the problem of liens and mortgages. It has got to the point that we are collecting agencies for all types of lien holders, with every responsibility, and neither thanks nor pay. Either some of the responsibility should be shifted, or a charge should be made for our work.

**Truckers:** I trust that our associations will work through the National Association for a clear-cut and comprehensive study of trucking competition. We need vigorous action, and fair action. We will need to work with other agencies concerned over this growing unregulated competition. It is an opportunity for our National Association to serve its members. May we not miss the chance.

There is a great deal to be done. We have the leadership and we have the numbers of interested men. We have the support of practically every functioning grain and feed trade association in the United States that represents private enterprise. What we need, and must have, is the individual interest and support of members.

And so the retiring president has spoken, and looks forward to the end of this week when he can move back toward the rear seats, among the respected membership. Behind him are two years of fine privilege, years of opportunity to serve his neighbors and his friends. Naturally he feels the anxiety of a man who has hoped for a great deal, and accomplished less. Yet he moves off the official stage with a feeling that the kindness of your friendships will be extended to the record of his administration.

FRANK A. THEIS of Kansas City read an informing address on Farm Legislation which appears elsewhere in this number.

PETER MOLYNEAUX, editor of the Texas Weekly, presented an informing analysis of our present economic muddle in the course of which he said:

#### The Battle Cry Is Freedom

Almost every measure proposed to deal with social and economic problems today takes the form of a further centralization of power and involves increased coercion of the citizen by the Government. In this country as well as elsewhere the methods of freedom are being discarded. They are in ill repute among our statesmen and politicians. Growing inevitably out of the tendency of the peoples of the world to seek to maintain the highest possible degree of self-sufficiency, economic regimentation is becoming the order of the day. And this is only a little less true of our own country than it is of most other countries, including those living under despotic dictatorships.

Yet there is nothing about the history of the world during the past two centuries or more that is more palpably true than that the progress of mankind during that period has been due primarily to the expansion of freedom, to freedom of thought, freedom of enterprise, and freedom in government. It has been by the methods of freedom that the productivity of man has been multiplied many times, the wealth of the world increased, and the standard of living of the common man raised to unprecedented levels in spite of immense increases in

population. Moreover, it is already being demonstrated that the methods of restriction and coercion have precisely an opposite effect, that they tend to restrict and reduce the productivity of men, that they reduce the production of wealth, and that they tend strongly to reduce the standard of living of the common man. More than this, it is now abundantly apparent that by reducing the volume of trade among nations, the policy of restriction tends strongly to intensify economic pressures operating on the populations of many countries, particularly in countries which are poor in raw materials and which depend to a greater degree than some other countries upon overseas trade for domestic prosperity. As undoubtedly will occur to you, I am thinking particularly of such countries as Japan, Italy, and Germany in this connection. These intensified economic pressures on large populations are the source of much of the international friction, not to say conflict, which is disturbing the peace of the world today and threatening the very existence of civilization by the growing danger of plunging the nations into another devastating war.

Four years ago, in the summer of 1933, the American Secretary of State, Mr. Cordell Hull, declared at the London Economic Conference that the world could not go on as it was going at that time. Since then the conditions which Mr. Hull had in mind when he made that declaration have grown worse instead of better, and our own country has not been entirely blameless in connection with them. A condition of economic warfare has continued unabated, and in spite of Mr. Hull's efforts to check it through the negotiation of reciprocal trade agreements, the United States has continued to be one of the very leading economic belligerents. Our own domestic economy has suffered from this, as I have already pointed out by describing the progressive destruction of the cotton-growing industry of the South. But the effect of our economic belligerency has been felt in many other countries and it has been among the leading causes of the continued reduced level of the world trade. This condition of economic warfare among the nations has been the principal cause of the continued increase of military armaments throughout the world and of the disturbances of the world's peace which have brought us to the very brink of catastrophe. And I am persuaded that so long as the dominant economic policies of the leading nations of the world continue as they are at present, so long as the methods of freedom remain in the discard and the nations continue to follow the policies of narrow economic nationalism, with their restrictions on trade and their measures of coercion, the world will remain armed to the teeth and international friction and conflict will constantly disturb and threaten the peace of the world. I am confirmed in the opinion that economic disarmament must precede military disarmament and that only a freer world than we have at present can be truly a peaceful world.

Adjourned for luncheon in honor of Charles S. Clark, early secretary of the Ass'n.

#### Monday Afternoon's Session

The second session, known as the Ass'n Roundup, was called to order by President Wilder in the Crystal Ball Room and the meeting turned over to G. E. Blewett, Fort Worth, Tex., sec'y of the Texas Grain & Feed Dealers Ass'n, who presided during the afternoon session.

J. F. MOYER, Dodge City, Kan., sec'y of the Kansas Grain & Feed Dealers Ass'n, told of Ass'n problems. In the course of his address he said:

#### Association Problems

The power and force resulting from being banded together prompted the creation of trade ass'ns, their members realizing the importance of moving together toward the same goal and working toward the same end in union if their objective was to be attained.

Business groups long ago learned the value of organized effort and in later years greater competitive conditions have made the organization of all groups necessary for the protection of their interests as against other organized bodies. That is why we have today this great national organization of grain dealers, augmented by the various auxiliary groups of state and district ass'ns, protecting the interests of those engaged in that industry. These combined groups can exert a tremendous force when properly directed and we have every reason to believe that the executive officers of this association and its affiliated organizations will see that their aims are directed in a course that will make for an improvement of the agricultural industry as a whole. When we have improved conditions in that, the greatest of all American industries, we will have improved and set upon a higher plane the business of processing and distributing our American farm products.

"Association Problems," the subject assigned

me, are indeed many; too many to enumerate; yet were it not for such problems there would be little need of trade ass'ns. To satisfactorily solve these problems is the real purpose of our organizations. The effectiveness of our work depends largely upon the extent of our membership. The membership forms the backbone of any organization.

Some members feel that when they have paid their annual dues that they have discharged their obligations to their ass'n, but more than that is needed. The ass'n must depend upon the loyal support of each member, his interest in its activities and his enthusiasm in making it a one-hundred per cent organization. All benefits received as a result of ass'n activities are shared by everyone engaged in that business, and if the entire financial load and the responsibility of combating all the problems of the trade must be borne by only a few, then your association is working under a serious handicap.

The real test of the value of an ass'n comes when the emergency problems arise, problems affecting and sometimes almost threatening to destroy your business. It is at such times that your ass'n is important, and if these emergencies are going to be successfully handled, a strong, well organized association is of paramount importance.

The success of a trade ass'n does not, as many believe, depend to any great degree upon the executive officers, for their most diligent efforts are in vain without the full-hearted cooperation of a large group of loyal members. No commanding officer ever won a conflict without the loyal participation of his army.

Most dealers realize the need of the existence of their ass'n.

**Personal contact** and solicitations are necessary if a capacity group is to be maintained. This constitutes one problem existing in most all organizations of this kind, and one which each member could do much to eliminate.

Success in handling some association problems depends upon our ability to co-operate with and enlist the aid of other organizations. Help your neighbor when he is in trouble; you may need his help some day. I would like to see the various allied trade associations plan a coordinated program and all work toward that end; I believe that would be an important and effective step forward.

**The Kansas Ass'n:** Realizing the value of a maximum membership, we set out to obtain that thru personal solicitation. With the help of many loyal members we worked diligently to accomplish that objective and our results have been very gratifying. I believe no secretary can boast of having a more loyal and responsive membership than our Kansas dealers.

We have been fortunate in having important positions on our Executive Board filled by men who get things done; men with a vision and who have been willing to give a part of their time and ability toward the up-building of their association.



Pres.-Elect O. F. Bast, Minneapolis, Minn.

# The GRAIN DEALERS JOURNAL

Thru our bulletins we attempt to keep our members fully informed upon matters affecting the trade. A large part of our state lies in the high plains area, which is sometimes referred to as the semi-arid region. There, rainfall is the principal factor in crop production, and if one is properly informed as to monthly and seasonal precipitation he may know about what to expect in the way of crops in that territory. These figures could be obtained from Washington, but to analyze and tabulate them for various sections would require more time than the average dealer would care to spend, so our office gathers this complete data, not only for Kansas, but for all the other Plains States, and after condensing, pass it to the readers of our bulletins. This information alone has been responsible for some of the largest manufacturers in the United States carrying associate memberships with us.

We also maintain a Claim Department for the benefit of our members, and thru this department have recovered for them thousands of dollars which otherwise would have been lost.

Other state ass'n's maintain credit, collection and insurance service for their members, all of which are of tremendous benefit and as added services, there are many other activities in which ass'n's can and should engage. Such services create an incentive for membership and without enterprises of that nature, you are doing no more for your members than you are doing for other dealers who do not help support your organization.

Each of you can do much to strengthen your ass'n thru a little personal solicitation. I hope you will impress every non-member grain dealer that he is just as important as any banker, school teacher, doctor, barber, or trucker, each of whom belongs to his respective organization.

It is reported that in one of the Mid-western States a truckers ass'n has nearly 3,000 members. Loyalty to that organization undoubtedly was a factor in the defeat of recent measures introduced in various State Legislatures proposing to regulate their operations.

Then why should an organization of grain and feed dealers be able to enlist the support of only a small per cent of those engaged in that business? If the grain, feed and seed industry is a profitable one, or offers any advantages to you, it is partly because your associations have helped to preserve some of those advantages. Everyone engaged in that business should support and co-operate with his trade ass'n.

Should the activities of all grain ass'n's suddenly cease, I fear it would not be long until the grain business would be a most undesirable vacation.

EDGAR MARKHAM, Washington, D. C., of the National Grain Trade Council told of Wages and Hours Legislation that was most alarming to all employers. His address is quoted at length elsewhere in this number.

FLOYD OLES, Seattle, Wash., manager Pacific Northwest Feed Ass'n, delivered an address on "Employer and Employee," which appears elsewhere.

Following Mr. Oles' address, Chairman Blewett called upon Forest W. Lipscomb of the Lipscomb Grain & Seed Co. to tell of his recent experience with labor agitators and strikers.

F. W. LIPSCOMB, Springfield, Mo., said, on July 21 we discharged four men for disorderly conduct at night. We found the night crew gambling, shooting craps and drinking. As we refused to take them back, 21 out of 29 mill workers walked out. They picketed the mill, insulted customers and executives and broke 179 windows. Our new employees stayed in and operated the plant continuously for eight weeks, some were able to supply all customers who came for feed altho the bags on many trucks were cut. Some customers who were threatened by the strikers resented the interference, and turned on the attackers with such determination the strikers and the agitators quickly retreated. The police could not see the misconduct of the strikers and ignored our frequent demands for protection. Several weeks ago the strikers ceased picketing our plant and molesting our customers. All of our old customers have returned and we have many new patrons.

CHESTER L. WEEKS, St. Joseph, Mo., chairman of the Trucking Com'ite of the Ass'td Southwest Elevator Ass'n's, told of the sharp tricks and swindling practices of the traveling peddlers, and of the difficulties encountered by established merchants of small

towns in competing with trucker merchants of unknown addresses. He ascribed the shrinkage in car loadings to the activities of the trucker merchants. He called on W. R. Scott of Kansas City, Mo., Vice Pres. of the Associated Southwest Country Elevator Ass'n's who reviewed the efforts made to obtain state legislation, regulation and licensing of the traveling merchants. He stressed the necessity of limiting all legal restrictions to peddlers without an established place of business and of taxing the nomads for their share in the maintenance of highways, towns and villages. He emphasized the importance of coordinating the influence of all lines of trade in one well directed campaign for relieving country merchants from destructive trucker competition. The Truckers for Hire Ass'n is bitterly opposed to the trucking peddlers. We must secure closer relations with tradesmen of allied lines. The National Ass'n should be a clearing house for information regarding the activities of the various interests fighting truckers. The railroad officials are planning to ask for an advance of 30% in freight rates. This would make it much easier for the trucking merchants to get more business.

Mr. Weeks called upon Geo. Stites, pres. of the Nebraska Grain Dealers Ass'n, to tell how legislation regulating roving merchants was obtained.

GEO. A. STITES, Union, Neb., in the course of his talk said,

## How Nebraska Merchants Obtained Relief

After a general survey of various industries, such as grain, lumber, coal and fruit in Nebraska, we found that the itinerant merchant or trucking peddler was making rapid invasion into these particular industries. In fact, in some instances, business men have been put out of business by these peddling truckers.

We found that the Associations representing the above named industries were deeply interested in taking remedial measures to control the irresponsible peddling trucker. Knowing that in union there is strength, the representatives of these various associations met and out of our deliberations, we drafted a law which we felt would relieve a situation of this kind.

In order to accomplish the objective in the most efficient manner, the office of the Nebraska Lumber Merchants Ass'n was chosen as the spearhead for our campaign. All of the efforts, finances and energy of the Ass'n's representing these industries, which represented approximately 3000 business men, were consolidated into this one channel.

The success of our securing this legislation rested upon the individuals in these Associations. Money was allotted by these organizations in the necessary work, the stenographers employed and the starting gun was fired by circularizing the members of these associations, asking them to apply pressure on their own senators in support of bill No. 50.

This was coupled with direct efforts by officers of these Associations working in the State House along with other interested industries. Our work was continuous and unabated. We continually bombarded the senators with telegrams, letters, and telephone calls, to such an extent that we simply overwhelmed the opponents of the bill. Furthermore, a close canvass was made of our Unicameral Legislature and we were successful in getting the majority of the senators to commit themselves on the bill. Special attention was given those of whom we were in doubt, which resulted in the final passage of the bill by a vote of 36 to 4-3 not voting.

In our estimation, legislation of this type could not be enacted in any other manner. It would require the coordinated efforts of all of the business men being injured by the itinerant peddler.

J. F. MOYER, Dodge City, Kans., sec'y of the Kansas Grain & Feed Dealers Ass'n, said the increase in the minimum weight of a car load to 80,000 lbs. would encourage and assist the trucker merchant throughout the land.

He reported that the Kansas Com'isn in charge of collecting sales taxes are after the trucker merchants for taxes on their sales made in the state. He found that the state commission had refused licenses to 46 of the 90 trucker merchants applying, because they could not furnish a satisfactory bond.

Adjourned to 10:00 a. m. Tuesday.

EXECUTIVE V. P. Ray B. Bowden in the course of his report said,

The National Ass'n has shown general

growth in the past year along most lines of its work.

The number of affiliated ass'n's has been increased from 14 to 22; the number of country dealers represented thru these affiliated ass'n's was increased from less than 1,600 to more than 4,000. Income from affiliated memberships has been increased.

Direct memberships, following a severe slump last winter, have been brought back to exactly the figure reported for last year, 747. New memberships reported for the year were less than the year before, but resignations also were less, and fewer members were dropped for cause. With conditions in the trade generally better than last year, a campaign for increased direct members is, in our opinion, the first and most important business for the new year. A proposal has been outlined to the Board to organize the membership campaign on the basis of states and prominent marketing centers.

Our monthly bank balance has increased consistently, and now is at about the high point for any month since 1932.

Contact with national legislative matters will be maintained in Washington, D. C., this coming year by our co-operation in the establishment there of an office of the National Grain Trade Council. The National Ass'n has frequent reports from Washington on the status of national legislation.

Revision of our Constitution and By-laws in accordance with proposals approved by our Board, seems to us as highly important, and it is hoped the convention will approve the proposed changes.

Two important new com'ites have been added in the past year: the Trucking Competition Com'ite, and the Feed Trades Relations Council. We have had good co-operation from chairmen and members of all of our com'ites this past year, insofar as they have been called upon to handle problems.

**Problems.**—In addition to the usual program handled by the National Ass'n each year, we suggest that the National Ass'n might well lend increased attention to the following problems: (1) The problem of trucking competition; (2) the problem of responsibility in collection of claims of lien and mortgage holders; (3) the problem of co-ordinated informational service for all affiliated state and regional trade ass'n's.

The secretary wishes to thank most sincerely all of the officers, members and committee that have, in the past year, given him such friendly counsel and help. It is hoped that, with a year of experience gained in the new job, he may be able in the coming year to increase the visible accomplishments of the Grain and Feed Dealers National Ass'n.

## Tuesday Morning Session

PRES. S. W. WILDER presided at the third session, held in the Crystal Ball Room Tuesday morning.

Executive Vice-Pres. Bowden presented proposed changes in the constitution and by-laws of the organization, all of which were adopted. The articles as amended follow:

### Constitution as Amended

Art. II, Sec. 1, (c) 3. Country grain and/or feed shippers who are members of an association affiliated with this Association, may become affiliated members of this Association; but receivers, trackbuyers, brokers and others who are eligible to direct membership in this Association shall not, by reason of their membership in an affiliated association, be eligible to such affiliated membership.

Art. II, Sec. 2. All applicants for membership in this Association shall subscribe to the Constitution and By-laws; applicants agree to submit trade differences to arbitration as provided for in the regularly adopted Trade Rules and Arbitration Rules of this Association.

Art. II, Sec. 3. A two-thirds favorable vote of the Directors is necessary to elect an applicant to direct or associate membership. Applications for affiliated memberships may be approved by the Secretary-treasurer, after recommendation by the secretary of the association of which applicant is a member.

Art. V, Sec. 1. The elected officers of this Association shall consist of a President, one First Vice-President, one Second Vice-President, and not more than 45 nor less than 30 Directors.

Each affiliated association composed of 21 or more members for whom affiliated membership dues shall have been paid to this Association for the year, shall be entitled to nominate one Director, all Directors so chosen to be part of the total number.

The elected officers, including the retiring President, shall be ex-officio members of the Board of Directors.

The Board of Directors shall have power to elect, by two-thirds vote, Directors to fill vacancies on the Board, within the limited number of 45.

It is the recommendation of your Nominations Committee that this convention hereby waive the constitutional requirements for 30 days' notice of change in the constitution and by-laws and that this waiver of notice be made the occasion to propose that the Directors of this National Association as nominated today by this Committee, be elected, if the nominations are approved, for the term of one year each; that in the convention of 1938 directors be elected as follows: one-third for one year; one-third of the Directors for two years; one-third for three years. We believe this will clear up a confusion that has caused some concern to nominating committees at each convention and will allow an orderly and fair distribution of the honors of Directorships among the various regions every year, with at least one-third of the directors each year becoming new directors. We propose this change, and the waiver of notice, in a motion by your Secretary, in the name of the Nominating Committee.

The President, First Vice-President and Second Vice-President shall be elected for one-year terms.

#### By-Laws

Art. I, Sec. 3. It shall be the duty of the Directors, immediately after their election, to select from their number a committee of seven, including the President and the Executive Vice-President, first vice-pres. and second vice-pres., and this Committee shall be known as the Executive Committee, with power to elect its own chairman.

(Second and third paragraphs of this section are unchanged.)

Paragraph 4 of Sec. 3, above. The Board of Directors, immediately after their election, shall employ an Executive Vice-President, a Secretary-Treasurer, and such other paid employees as may be found necessary, and shall fix the rate of remuneration of each such employee. The Board of Directors, at its discretion, may authorize the Executive Committee to employ, and fix the rate of remuneration of, such paid employees.

Art. I, Sec. 4. The duties of the Executive Vice-President shall be: to keep accurate minutes of all meetings of this Association; to direct and manage all affairs of the headquarters office under the direction of the Executive Committee and/or the Board; to edit and issue all official publications of this Association; to attend to all necessary general correspondence of the headquarters office; to carry out the policies of this Association in a manner outlined by the Board of Directors and/or the Executive Committee; to act for Committees of this Association in such manner as such Committees or the Board may direct or approve.

The duties of the Secretary-treasurer shall be: to receive all applications for direct or associate membership; to keep a correct list of the membership; to collect all funds due this Association and to keep a correct record thereof; to disburse funds of this Association in such manner as the Executive Committee shall direct; to make a financial report at each annual meeting and at such other times as requested by the Executive Committee; to submit his records and accounts

for audit when so ordered by the Executive Committee; to perform such other duties as the Executive Vice-President or the Executive Committee may direct.

Paragraphs 2 and 3 of Sec. 4 are eliminated. Paragraph 2 is not necessary; paragraph 3 is covered by the first paragraph of Sec. 4.

(New) Paragraph 2, Sec. 4. The Executive Committee may provide for the bonding of employees when, and in such amounts as, it finds desirable.

Last paragraph of Sec. 4 is eliminated; previously covered.

Art. II, Sec. 4. The membership Committee shall consist of seven members. It shall be the duty of this Committee to direct the membership campaigns of this Association and to make recommendations to the Executive Committee, Board, or Membership concerning such campaign.

(Sec. 7 of Art. 2 provides for a Grain Products Committee, but it is suggested that this Committee be consolidated with the Feed Trade Relations Council, probably under the latter name, as the feed men's committee. We suggest that this section remain as at present, except that its name be changed and its personnel perhaps broadened.)

Art. III, Sec. 1. Applications for direct and associate memberships, accompanied by all or one-half of one year's dues, shall be made to the Secretary-treasurer, and referred by him to the Board of Directors. A two-thirds favorable vote of the Directors admits the applicant to membership; if the applicant be not admitted to membership, the whole of his remittance shall be returned to him.

Art. III, Sec. 2. Application for affiliated membership in this Association shall be made to the Secretary-treasurer, after such applications have been approved by the secretary of the affiliated association of which the applicant is a member. Upon approval by the Secretary-treasurer, the applicant shall be admitted to affiliated membership.

Art. III, Sec. 3. Grain and feed trade associations, or associations closely allied with the grain and feed trades, may be admitted to affiliation with this Association upon application to the Secretary-treasurer, and after a favorable vote by two-thirds of the members of the Board of Directors.

Art. III, Sec. 4. The dues for direct and associate members shall be \$19.50 per year, payable in advance in two equal semi-annual installments.

The dues of affiliated members shall be \$50 per year, payable in advance.

Dues for affiliated associations shall be: \$10 per year, payable in advance, for affiliated associations having less than 21 of their members paid up as affiliated members in this Association; no dues for affiliated associations having 21 or more of their members paid up as affiliated members in this Association.

Members of this Association having branch offices may list such offices in official publications and membership lists of this Association, by paying one-half of the direct dues for each branch office; provided that the listing of each branch office is under the same name as the parent concern.

Art. III, Sec. 5. The Board of Directors may authorize the publication of an official magazine, bulletin service or other informational service, and shall set the subscription price and advertising rates, if any, for such publications and/or bulletins.

The Board of Directors may order the subscription price of any official publication or list, to be printed on the application for membership, and upon the notices of dues payable.

Art. V, Sec. 1. This Association shall pay the travelling and hotel expenses of its officers, committee members and employees, to such extent and under such conditions as may be authorized by the Executive Committee.

A change was adopted in the ass'n's trade rules, this being addition of the word "soybeans" to the list of grains named.

L. W. BALDWIN, St. Louis, Mo., chief executive officer of the Missouri Pacific Railroad system, presented a discussion of the "Transportation Situation," ably defending the position of the railroads in the forms of transportation available to shippers. His address will be reviewed in an early number.

The resolutions com'ite presented the following resolutions, which were unanimously adopted:

#### Resolutions Adopted

##### Will Oppose Traveling Trucker Merchants

Your committee presents the following resolutions which are based on a fact finding survey of the entire country conducted by the committee concerning the operations of the itinerant-trucker merchants and their effect on the grain industry:

"WHEREAS, an overwhelming majority of the members of this Association express extreme concern over the constant and growing encroachment upon their business of unregulated trucker-peddlers; and

WHEREAS, regulations under the new Federal Motor Carrier Act have little effect in correcting existing unfair competitive conditions in our industry for the reason that the act does not bring under its jurisdiction the unregulated merchandiser, and adequate legislation by the several states has not been enacted; and

WHEREAS, great numbers of these itinerant peddlers are taking advantage of this lack of regulation, forcing authorities to permit them the indiscriminate use of the public highway system of this nation as a place to conduct their business, thereby avoiding long-established marketing facilities and recognized methods of marketing and distribution, without the payment of taxes for the use of such valuable privilege and without official inspection, bonds, regulations, or other responsibility, permitting the perpetration of frauds, unduly depressing market prices for farm products, and unfairly competing with established and responsible grain merchants who are taxpayers and permanent members of their respective local communities; and

WHEREAS, it is held to be only fair and just that the competition be substantially equalized by requiring trucker-dealers to make some return for the benefits they enjoy in the use of the highways, necessary protection of the public in dealing with them, reasonable and necessary safety measure, and a fair degree of taxation and licensing; and

WHEREAS, bringing them under reasonable state regulation will place them on a more equitable and competitive basis with railroads and other forms of transportation upon which the grain marketing system was built; now, therefore, be it

RESOLVED that the Grain and Feed Dealers National Ass'n protests the inequitable condition to which they are now subjected; further

RESOLVED that the officers of the Association be directed to enter upon a program to insist upon necessary legislation and to cooperate with other interests seeking similar relief and that such program be localized in each of the respective states and launched through the member grain dealers' associations of this Association to regulate properly and fairly and tax the business of itinerant truck merchants.

##### Against 80,000 lb. Carload Minimum

WHEREAS the western railroads have under consideration a proposal to decline to furnish cars for bulk grain loading of less than 80,000 pounds capacity with minimum weights to be based accordingly; and

#### Officials of Grain and Feed Assn's Discussed Common Problems Over the Breakfast Table



# The GRAIN DEALERS JOURNAL

## Election of Officers

WHEREAS the present rules requiring cars of not less than 60,000 pounds capacity have proved by the experience of the trade to be difficult to meet under present conditions; and

WHEREAS there is much demand in many parts of the West from live stock feeders and others for shipment of quantities of grain of less than 60,000 pounds; and such demand is being increasingly supplied by truckers; be it

RESOLVED, that the proposed rule would not be suited to the commercial needs of the grain trade, that it would reduce the amount of feeding grains sold by the established trade and would divert more and more grain to truckers to the injury of both the trade and the railroads; and, further,

RESOLVED, that the Transportation Committee be directed to make suitable protest to the carriers' traffic officers and to follow the matter to a conclusion.

### Wage and Hour Legislation

The grain business has short seasons of movement in large volume and other longer periods when marketing of grain is at a very low ebb. Employment conditions vary widely at different times of the year and also with localities. Therefore, we urge that in the consideration of any wage and hours legislation consideration be given to the peculiar conditions surrounding the marketing of farm products and exceptions be made in the application of fixed wages and hours to prevent an increased cost in the handling of same.

### Use Existing Marketing Facilities

We are earnestly for and vitally interested in agricultural prosperity. The interests of the farmer and the grain dealer are identical and we respectfully urge that any proposed legislation should consider means to broaden the demand for grain and all agricultural products. Also that any program involving the handling and storage of grains should include the use of existing storage and marketing facilities.

### Oppose Limit of Train Length

This Association desires to go on record as opposing the "train length bill" (S 69), on the ground that it is not a safety measure, would increase the cost of transportation, and consequently reduce the price of a large percentage of farm products.

We also regard with decided apprehension and strongly oppose any action that might lead to government ownership of railroads.

### Thanks

This National Ass'n wishes publicly to thank Mr. Charles S. Clark of Chicago, Ill., for his 41 years of loyal service to the grain and feed trade of the United States, and to wish him many more years of activity, prosperity and health.

We hereby express our thanks to officers and members of the Department of Federal Grain Supervision, United States Department of Agriculture, for their effective and efficient handling of the Second Annual Grain Grading School in connection with our annual convention.

We extend to W. H. Chambers, sec'y of this National Ass'n in 1896, our thanks for his visit to this convention 41 years after he first served it. We wish him success in life.

Our sincere thanks is tendered to the Dallas hosts who have made our 1937 entertainment program one of the best on record. And we especially thank the Dallas Com'ite which has given so much time and effort in helping to prepare for this convention, and the men who offered financial support for the excellent 1937 entertainment program.

Election of officers made O. F. Bast, Minneapolis, Minn., pres.; E. H. Sexauer, Brookings, S. D., first vice-pres.; Frank A. Theis, Kansas City, Mo., second vice-pres., and continued F. E. Watkins, Cleveland, O., as chairman of the executive com'ite.

Directors elected are F. E. Watkins, Cleveland, O.; A. H. Hankerson, San Francisco, Cal.; J. H. Caldwell, St. Louis Mo.; A. C. Koch, Breese, Ill.; L. M. Swift, Lansing, Mich.; F. J. Schonhart, Albany, N. Y.; S. P. Mason, Sioux City, Ia.; J. O. Ballard, St. Louis, Mo.; H. H. Green, Pattonsburg, Mo.; H. F. McIntyre, Seattle, Wash.; B. J. O'Dowd, Kansas City, Mo.; F. E. Gillette, Nashville, Tenn.; J. A. Linderholm, Omaha, Neb.; J. R. Jordon, Morrill, Neb.; F. P. Heffelfinger, Minneapolis, Minn.; J. J. Murphy, Chicago, Ill.; F. M. Baller, Spokane, Wash.; J. V. Lauer, Milwaukee, Wis.; G. A. Pritchard, Fortville, Ind.; J. C. Crouch, Dallas, Tex.; H. L. Kearns, Amarillo, Tex.; Sam Rice, Metamora, O.; A. F. Hopkins, Boston, Mass.; Ray Green, Wichita, Kan.; Lewis Drake, Humboldt, Kan.; Lionel True, Springville, N. Y.; R. C. Booth, Cedar Rapids, Ia.

Hold-over directors are: D. W. King, San Antonio, Tex.; C. G. Robinson, Memphis, Tenn.; Ben Fequay, Enid, Okla.; F. J. Faber, Philadelphia, Pa.; G. G. Steere, Van Nuys, Cal.; Rees Dickson, Louisville, Ky.; J. C. Smith, Grundy Center, Ia.; J. B. Stouten, Buffalo, N. Y.; C. F. Morris, Charlotte, N. C.; Lew Hill, Indianapolis, Ind.; E. C. Dreyer, St. Louis, Mo.; Leo Potishman, Fort Worth, Tex.; W. D. Saunders, Richmond, Va.

Pres.-Elect Bast received the gavel from retiring pres. Wilder. George E. Booth, Chicago, claimed the floor to pay glowing tribute to the earnest and untiring efforts of Mr. Wilder in building up a bigger and better ass'n during his tenure of office, and proposed that "since Mr. Wilder does not usually wear a hat, we want him to get used to one." Whereupon he placed on Mr. Wilder's head a huge Mexican sombrero.

This bit of humor was followed with official presentation to retiring pres. Wilder of a beautiful fountain pen desk set, a handsome silver table bowl, and a marvelous silver coffee urn, costly gifts from an enthusiastic following, purchased with voluntary contributions from individual members in attendance at the convention.

With glistening eyes, and a husky voice, Mr. Wilder expressed his appreciation.

Adjourned *sine die*.

## Transportation

Harold Gray, chairman of the Transportation Committee of the Grain & Feed Dealers National Ass'n, had the following report

prepared for presentation at the Dallas convention:

The past year has been one of considerable activity in transportation. Congress, the Interstate Commerce Commission, motor and railroad interests and other diverse agencies all have been working to improve the general transportation situation.

There seems to be no end of the petitions, claims pro and con, demands and proposals coming from every direction. All this is due to the many new rules and regulations that are in the experimental stages.

For instance, the continued need of changing the rules and regulations, defined under the Motor Carrier Act of 1935; reconsignment and demurrage rule variations; size of cars; regulation of water carriers; labor demands; safety requirements; rate controversies; and the overlapping of the Interstate Commerce Act, Part I and Part II.

Volumes have been written, and tons of circulars, tariffs, pamphlets and magazines and newspaper articles have come and gone, only to be out of date 30 days after they were printed.

So far, grain, grain products and grain by-products have not been generally subjected to any drastic changes which are detrimental to the trade. There are localities which have had slight increases in rates and a few changes in regulations, but as a whole, the grain trade has been more fortunate than some other industries. Coal rates still are under controversy, and still out of line and too high. Competition with trucks near local coal mines has made a difficult situation in many regions.

**Cars of Less Than 80,000 Capacity.**—Several matters pertaining to proposals in one territory that might affect another, should be mentioned. There is a proposal of the Western Trunk Lines to publish a rule that orders will not be accepted for cars less than 80,000 lbs. for grain loading. This is Western Trunk Line Application No. E-21-231, and should be protested by all markets and shippers.

**Transit Stops.**—There is also the question of the third free transit stop in western territory, which the carriers have now conceded under the modified order in the grain case as issued by the Commission, while there has been some opposition from some sources, notably the North Dakota State Railway Commission. The third free transit will be of decided benefit to all grain marketing interests in the western district.

**The Rate Break Principle.**—Of course, there is the old fight between the terminal markets and the interior as to the strict application of the rate break principle as proposed by the Interstate Commerce Commission and its order in the grain case. The present status is that the Commission granted the carriers permission to deviate on the absolute rate break, over the opposition of the interior shippers, but carriers in the western district have declined to make such modification.

During the year the Commission decided (Board of Trade of Chicago vs. A. & S. Ry. Co., et al; Docket 27284) that if the shipper elected to have the carrier install grain doors in the cars for loading at terminal markets the charge would be sixty cents per car.

One of the far-reaching orders of the Interstate Commerce Commission during the year was that issued in Larabee Flour Mills Co. vs. C. B. & Q. Ry. Co., involving the question of split billing in connection with transit application at transit points. It seems to us that this order can result in a very serious situation if the final result would be to the effect that where the credit balance was used in connection with

## Annual Dinner and Executive Session of Board of Directors and Past Presidents



transit they result in less than carload shipments.

Work on a revised treaty providing for the construction of the St. Lawrence Canal has been going on for some time, according to information given out at the White House. The Senate rejected the treaty now understood to be in the course of revision.

Many commodities have been dropped from the emergency rate increase, among which have been several kinds of feed, animal and poultry feed ingredients.

No decision has yet been reached by the railroads to ask the Commission for approval of a general increase in freight rates in addition to their request for authority to increase specific rates in Ex Parte 115, so far as can be learned at this time.

**The activities of the Inland Waterways Corporation**, the government barge line agency, once confined to the lower Mississippi, the Missouri river and the Illinois Waterway, now are proposed to further extend to the Savannah river in Georgia—a waterway not a part of the Mississippi river system. We quite agree that waterways are being better regulated, but contend that no transportation agency should be subsidized or given any advantage over another. The Eastman bill, providing for waterway regulation by the Commission, has again been left over. In fact, Congress has, another time, passed up the uniform regulation of all kinds.

While this may be slightly off the subject, we cannot help but note the great increase of accidents at grade crossings. Would it not be in order for us to have a resolution drafted to urge our members to take advantage of the appropriation to the States by Congress and assist in a personal way to improve our railroad crossings?

**The threat of government ownership** seems again to be upon us. Our experience during the World War, of government operation, is a lesson to us that government cannot intelligently and efficiently operate the railroads. We recommend a strong resolution of protest against government ownership.

**The Train Length Bill, S.B.69**, passed the Senate but did not get thru the House. Some important amendments may be added when it comes up again. The bill would increase the cost of railroad operation without just cause. We recommend a resolution protesting against this bill and, if it must become a law, that Congress move in the direction of limitation of train length only after careful study and then only for valid safety reasons that may be developed from hearings.

**The "Motor Carrier Act,"** which is Part II of the Interstate Commerce Act and designed to follow the same plan and kind of regulation as Part I, is still in the process of evolution. It is being carried out on the same lines of railroad rules and regulations. Competition of freight traffic between the two for tonnage between the same points and under the same principle, is confronting the Commission with new questions and troubles that were not contemplated. The mass of trials and experiments and errors made are too numerous to deal with here in detail. Only time will get it ironed out.

Progress has been made but the cost has been enormous. Maps, routes, tariffs, stations, agencies and virtually all phases of motor transportation are being done along the same lines as those pursued by the railroads years ago. Truck racketeering, violations, and breaking of many rules go on daily.

## Annual Banquet

The annual banquet, held in the Crystal Ballroom of the Baker Hotel Tuesday evening, Oct. 12, was both well prepared and well served, to the delight of the 348 delegates and their ladies who filled the banquet hall to overflowing.

Julius H. Pearlstone was the entertaining and witty toastmaster who introduced leading lights of the convention, J. C. Crouch, general chairman of the entertainment com'ite; retiring pres. Steve Wilder, who was wildly cheered; Ray Bowden, the ass'n's executive vice-pres.; pres-elect O. F. Bast; past president George Booth, and Elmer Sexauer, and Joseph Leopold, the humorous speaker of the evening whose dry wit and flowing oratory held the attention of even those delegates who were sadly in need of sleep.

Fred Honea, chairman of the golf com'ite, announced the golf prize winners: T. J. Underwood, of Ardmore, Okla., whose 82 gross score won a handsome leather golf bag, and the ass'n's prize cup for which so many in the trade fought valiantly with their sticks every year; J. T. Sexton, Kansas City, whose low net took the same kind of a golf bag; Fred Lake of Kansas City, whose gross of 88 took a

waterproof silk golf shirt; C. C. King, Pittsfield, Ill., winner of another shirt; Royce Dorsey, Fort Worth, winner of a third shirt. W. W. Scott, Stanford, Tex., won a duffle bag; J. L. Welsh, Omaha, Neb., and Fred K. Sale, Indianapolis, Ind., rain coats; Chester Weeks, St. Joseph, Mo., and J. H. Gray, Springville, N. Y., boxes of a dozen golf balls. Crowning prize of the evening was a hand painted mahogany golf tee of special design, presented to J. C. Crouch, for use "in sand traps and the fairways."

Executive vice-pres. Bowden announced that the 1938 convention will be held in Toronto, Can., so that American grain dealers can get better acquainted with their Canadian brethren.

The short after dinner program kept interest at a peak until the moment when the tables were cleared away and the ballroom floor waxed for dancing that lasted far into the night.

## Dallas Convention Notes

Bob Crawford furnished "Pilot Brand" cigars at the annual banquet.

Editors of the trade publications met at a breakfast Tuesday morning.

Many firms held open house thruout the convention where friends gathered, often just for "old times sake."

Continuous market quotations were provided on a big board on the convention floor thru courtesy of James E. Bennett & Co.

Dillon Scale & Repair Co. had on exhibit a Howe platform scale, a hand truck, and a Howe over and under attachment for truck scales.

J. A. Adam and his son were hosts in the Anheuser-Busch room in the Adolphus hotel, where they had an electric eye to dispense Michelob beer as fast as anyone cared to fill a glass.

**THE CIRCLE**, a close group of well-known grain dealers about the country, who keep in contact with each other by mail at least once each month, held a breakfast meeting Monday.

**Souvenirs:** Transit Grain & Commission Co. distributed bell bottle openers; J. C. Crouch, Grain Co. distributed "Mae West" coin purses; Rex of Grain Dealers Mutual Fire Insurance Co. distributed automatic pencils; Dorsey Grain Co. distributed rose buds for every coat lapel.

## Attendance

Present at the Grain & Feed Dealers National Association convention were:

Adam, J. M., St. Louis, Mo.; Ackerman, Gus, New Rochelle, N. Y.; Abbott, Lewis W., Hamburg, N. Y.; Aylsworth, Geo. A., Kansas City, Mo.; Abbott, Seth, Hamburg, N. Y.; Archer, W. R., Houston, Tex.; Adam, R. G., St. Louis, Mo.; Adam, J. S., Dallas, Tex.; Atkins, Wiley L., Dallas, Tex.; Ayers, R. C., Slaton, Tex.; Adair, E. H., Wichita, Kans.; Baldwin, Robt., Dallas, Tex.; Bishop, D. C., Kansas City, Mo.; Bowden, R. B., St. Louis, Mo.; Ballard, John O., St. Louis, Mo.; Barks, E. G., Tulsa, Tex.; Blatto, K., Kansas City, Mo.

Baulden, E. S., Muskogee, Okla.; Beale, R. L., Tama, Iowa; Bast, O. F., Minneapolis, Minn.; Booth, R. C., Cedar Rapids, Iowa; Brown, J. R., Dallas, Tex.; Blewett, G. E., Ft. Worth, Tex.; Blume, O. E., Waco, Tex.; Brasch, Ted, Spokane, Wash.; Buchanan, John T., Omaha, Nebr.; Booth, Geo. E., Chicago, Ill.; Brucks, Chas., Glasgow, Mo.; Brown, G. H., Galveston, Tex.; Barker, W. J., Ft. Worth, Tex.; Brackett, W. O., Ft. Worth, Tex.; Chambers, W. B., Sanjour, Tex.; Crawford, N. A., Houston, Tex.; Click, A. G., Wichita, Kans.; Cofer, R. T., Dallas, Tex.; Chambers, W. H., Keechi, Tex.; Culbertson, W. E., Delavan, Ill.; Crawford, Bob, St. Louis, Mo.; Cummings, W. W., Columbus, O.

Cohn, M. F., Buffalo, N. Y.; Caldwell, John H., St. Louis, Mo.; Crouch, J. M., McGregor, Tex.; Crouch, E. W., McGregor, Tex.; Crabb, Tully C., Crawfordsville, Ind.; Crouch, J. C., Dallas, Tex.; Carter, C. M., Ft. Worth, Tex.; Clement, J. M., Waco, Tex.; Colby, Geo. S., Houston, Tex.; Culpepper, W. H., Beaumont, Tex.; Carter, B. H., Houston, Tex.; Cowan, F. E., Dallas, Tex.; Clement, Madison, Waco, Tex.; Chance, J. Floyd, Enid, Okla.; Crawford, R. J., Custer City, Okla.

Caudill, Clyde, Wichita, Kans.; Cassell, W. R., Newark, N. J.; Cone, S. E., Lubbock, Tex.; Davitte, Young, Ft. Worth, Tex.; Donovan, D. S., Dallas, Tex.; Dunn, F. W., Minneapolis, Minn.; Dreyer, E. C., St. Louis, Mo.; Dreyer,

Chas. B., Kansas City, Mo.; Dorsey, R. T., Ft. Worth, Tex.; Dickson, Rees H., Louisville, Ky.; Deffenbaugh, Fred, Omaha, Nebr.; Derby, Fred A., Topeka, Kans.; Davis, J. E., Amarillo, Tex.; Darling, L. B., Cleghorn, Iowa; Dahl, F. A., Lowell, Ind.; DeArmond, R. R., St. Louis, Mo.; Dillon, M. D., Dallas, Tex.; Dannen, H. L., St. Joseph, Mo.; Devendorf, F. E., Los Angeles, Cal.; Doggett, Edwin B., Dallas, Tex.; Doherty, A. D., Sioux City, Iowa; Eubank, J. E., Des Moines, Ia.

Egan, C. F., Ft. Worth, Tex.; Ewing, J. P., Enid, Okla.; Ezell, J. S., Kingfisher, Okla.; Eastman, E. F., Dallas, Tex.; Feuquay, Jim, Enid, Okla.; Feuquay, Price, Wellington, Kans.; Feuquay, Ben, Enid, Okla.; Funk, H. T., Lodi, Ohio; Fowler, H. A., Kansas City, Mo.; Fuller, J. M., St. Louis, Mo.; Fisk, D. S., Memphis, Tenn.; Flynn, John M., Kansas City, Mo.; Faber, Fred J., Phila., Pa.; Ferguson, Earl, Ft. Worth, Tex.; Fuller, A. H., Spencer, Ohio; Fraser, Alton T., Hereford, Tex.; Greenman, Jack, Okla. City, Okla.; Glaser, James M. R., Chicago, Ill.; Green, Donald, Pattonsburg, N. Y.

Griffin, A. T., Dallas, Tex.; Grover, M. B., St. Louis, Mo.; Gray, James H., Springville, N. Y.; Griffith, Ray, Muleshoe, Tex.; Galbrath, A., Ft. Worth, Tex.; Grettenberg, Wm., Coon Rapids, Ia.; Green, John S., Louisville, Ky.; Gillette, Frank, Nashville, Tenn.; Green, H. H., Pattonsburg, Mo.; Gray, W. A., Kirkpatrick, Ind.; Hitch, Charles H., Ft. Worth, Tex.; Hart, A. A., Ft. Worth, Tex.; Harrison, J. M., Chicago, Ill.; Hillier, Guy, Cedar Rapids, Iowa; Hunter, A. E., Dallas, Tex.

Hulsey, E. H., Dallas, Tex.; Herd, S. P., Dallas, Tex.; Heffelfinger, F. Peavey, Minneapolis, Minn.; Holder, W. L., Dallas, Tex.; Hendel, Julius, Minneapolis, Minn.; Harter, W. H., Des Moines, Ia.; Hutt, W. O., Sherman, Tex.; Howard, W. A., Dallas, Tex.; Holder, S. A., Indianapolis, Ind.; Hedelund, John S., Omaha, Neb.; Haeker, A. R., Enid, Okla.; Hill, Lee G., Memphis, Tenn.; Houseal, M. B., Memphis, Tenn.; Howard, L. E., Topeka, Kans.; Hawkins, H. B., Lubbock, Tex.; Hargis, B. L., Kansas City, Mo.; Hibbs, E. M., Kansas City, Mo.; Honea, Fred, Dallas, Tex.; Hale, P. G., Kansas City, Mo.

Dial, J. J., Ft. Worth, Tex.; Braggins, W. D., Dallas, Tex.; Bonar, Bill, Ft. Worth, Tex.; Campbell, A. G., Ft. Worth, Tex.; Cranz, G. E., Ft. Worth, Tex.; Hoffman, R. W., Kansas City, Mo.; Smirl, A. P., Dallas, Tex.; Isbell, H. G., Ft. Worth, Tex.; Izzard, Arthur J., Kansas City, Mo.; Ingraham, M. F., Spencer, Ohio; Johnson, V. Dallas, Tex.; Jockusch, Julius W., Jr., Houston, Tex.; Johnson, Clay, Peoria, Ill.; Johnston, M. D., Ft. Worth, Tex.; Johnson, H. F., Galveston, Tex.; Johanning, Bernard, Glasgow, Mo.

King, Douglas W., San Antonio, Tex.; Knowlton, P. C., St. Louis, Mo.; Kiburt, E. G., St. Louis, Mo.; Kennedy, Ron, Des Moines, Iowa; Kelly, R. A., Kansas City, Mo.; Kearns, H. L., Amarillo, Tex.; Kilean, Fred L., Kansas City, Mo.; King, Clark C., Pittsfield, Ill.; Laybourn, L. A., Kansas City, Mo.; Lincoln, W. A., Kansas City, Mo.

Rexford, F. S., Wichita, Kans.; Rhodes, P. C., Enid, Okla.; Ross, J. O., Wamego, Kans.; Newsom, W. L., Ft. Worth, Tex.; Allen, W. F., Litchfield, Ill.; Cotton, C. H., Kansas City, Mo.; Ware, Frank, Hillsboro, Ill.; Ketching, Jess, Ft. Worth, Tex.; Dillon, E. M., Dallas, Tex.; Bussard, J. L., Dallas, Tex.; Gillette, Fred A., Houston, Tex.; Cook, Joe, Dallas, Tex.; Hamlin, Harold, Dallas, Tex.; Parker, E. C., Washington, D. C.; Combs, W. B., Chicago, Ill.

Holder, Glen, Ft. Worth, Tex.; Wieser, Henry A., Hamilton, Tex.; Vannerson, Tom, Dallas, Tex.; Penn, Leo R., Dallas, Tex.; Parker, E. C., Washington, D. C.; La Budde, Ed., Milwaukee, Wis.; Lipscombe, Forest W., Springfield, Mo.; Lauer, John V., Milwaukee, Wis.; Lewis, A. S., Hennessey, Okla.; Linzee, E. H., Oklahoma City, Okla.; Linderholm, J. A., Omaha, Nebr.; Lake, F. W., Kansas City, Mo.; Lake, L. E., Cowfax, Ind.; Lee, C. E., Greenville, Tex.; Littlepage, C. L., Dallas, Tex.

Morrison, H. E., Walla Walla, Wash.; Miller, A. F., Houston, Tex.; Meyer, Felix, Houston, Tex.; Markham, Edgar, Washington, D. C.; Martin, Jack, Kansas City, Mo.; Mason, S. P., Sioux City, Iowa.; Moore, Breckenridge, Louis ville, Ky.; Manchester, Frank P., Omaha, Nebr.; Mayer, Adolf, Dallas, Tex.; Meyer, J. F., Dodge City, Kans.; Moore, W. M., Covington, Ind.; Meinershagen, A. H., Higginsville, Mo.; Miller, Frank A., Chicago, Ill.; Moore, F. B., Hamlin, Tex.; Meservey, E. C., Jr., Kansas City, Mo.; Martin, W. N., Vernon, Tex.; Mounts, J. A., Hereford, Tex.; Morton, P. M., Wichita, Kans.; Manning, T. C., N. Kansas City, Mo.; McKnight, A. F., Dallas, Tex.; MacMillan, Walker, St. Louis, Mo.; McGeary, R. W., Salina, Kans.; McCaul, John D., Minneapolis, Minn.

Nicholson, Claud, Enid, Okla.; Nieal, K. V. R., Chicago, Ill.; Oakley, W. H., Hollister, Okla.; Olson, Harry B., Chicago, Ill.; Ogren, J. E., Arkansas City, Kans.; Oles, Floyd, Seattle, Wash.; O'Dowd, B. J., Kansas City, Mo.; Pothishman, Leo, Ft. Worth, Tex.; Plummer, A. B., Kansas City, Kans.; Pierce, K. B., Chicago, Ill.; Pollock, C. O., Kansas City, Mo.; Peto, Soma, Kansas City, Mo.; Pearlstone, Julius H., Dallas, Tex.; Pitman, J. A., Hereford, Tex.; Pat-

## The Ladies' Entertainment

ton, Ed. H., Dallas, Tex.; Rhodes, F. W., Enid, Okla.; Robinson, Chas. G., Memphis, Tenn.; Rogers, G. H., Dallas, Tex.; Roach, Geo. M., Lubbock, Tex.; Richezon, W. L., New Orleans, La.

Reiner, Erich B., Houston, Tex.; Rice, S. L., Metamore, Ohio; Roberts, J. B., Sioux City, Ia.; Reading, John, Moberly, Mo.; Rice, Chas. H., Dallas, Tex.; Ruhmann, A. E., Waco, Tex.; Strader, Sam, Ft. Worth, Tex.; Smith, C. F., Amarillo, Tex.; Sheppard, Wm. W., Moberly, Mo.; Stiverson, M. M., Centerville, Ia.; Sexton, J. T., Kansas City, Mo.; Sanford, L. W., Enid, Okla.; Singer, Sidney A., Dallas, Tex.; Shuman, E. C., White Deer, Tex.; Stormes, C. M., Des Moines, Ia.; Stuard, R. R., Dallas, Tex.; Scott, W. R., Kansas City, Mo.; Steere, G. G., Van Nuys, Calif.

Schmitz, J. A., Chicago, Ill.; Schultz, L. F., St. Louis, Mo.; Sturtevant, C. D., Chicago, Ill.; Schwartz, H., Phila., Pa.; Sickert, O. K., Milwaukee, Wisc.; Stover, H. L., Ft. Worth, Tex.; Sale, Fred K., Indianapolis, Ind.; Stephenson, T. K., Kansas City, Mo.; Scott, W. W., Stamford, Tex.; Sexauer, E. X., Brookings, S. D.; Schuh, Don J., Cincinnati, Ohio; Stetes, Geo. A., Union, Nebr.; Stevens, Wm. A., Kansas City, Mo.; Smith, W. D., Kansas City, Mo.; Stearnes, Earl, Hondo, Tex.; Smith, Kimbell K., Ft. Worth, Tex.; Standring, C. F., Wichita Falls, Tex.; Shaw, T. R., Minneapolis, Minn.

Scott, A. E., Springville, N. Y.; Scholtz, John T., Three Rivers, Tex.; Severance, O. A., Kansas City, Mo.; Shaw, Gordon T., Seattle, Wash.; Sheppard, F. M., Louisiana, Mo.; Sudduth, Wm. A., Sherman, Tex.; Simons, Chas., Ft. Worth, Tex.; Self, Bert W., Crowell, Tex.; Thomson, A. Scott, Ft. Worth, Tex.; Tompkins, F. B., Peoria, Ill.; Toll, Louis D., Philadelphia, Pa.; Tabbert, W. R., Toledo, Ohio; Thompson, E. T., Chicago, Ill.; Triplett, A. Frank, Amarillo, Tex.; Temple, Wiley N., Ft. Worth, Tex.; Tillery, Oscar, Ft. Worth, Tex.

Theis, Frank A., Kansas City, Mo.; Talbot, W. A., Amarillo, Tex.; Tyler, H. G., Lowell, Ind.; Temple, W. H., Ft. Worth, Tex.; Uhlmann, Paul, Kansas City, Mo.; Uhlmann, Richard, Kansas City, Mo.; Webb, E. A., St. Louis, Mo.; Westerfield, Jack, Des Moines, Ia.; West, Tom, Ft. Worth, Tex.; Wallace, F. H., Chickasha, Okla.; Welsh, J. L., Omaha, Nebr.; Wetmore, M. A., New Orleans, Ia.; Danner, Roy, Astoria, Ill.; Lane, Claud B., Littleton, Colo.; Wayne, Coggins, Dallas, Tex.

Wilder, Steve, Cedar Rapids, Ia.; Williamson, C. H., St. Louis, Mo.; Watkins, F. E., Cleveland, Ohio; White, Frank, Dallas, Tex.; Weekes, Chester L., St. Joseph, Mo.; Wendland, R. E., Temple, Tex.; Worth, L. C., Kansas City, Mo.; Winton, Yukon, Okla.; Wright, Joel H., Omaha, Nebr.; Williams, George W., Dallas, Tex.; Wilder, Tudor, Cedar Rapids, Ia.; Wheaton, Standard, Dallas, Tex.; Zumwalt, R. D., Dallas, Tex.; Richezon, W. L., New Orleans, La.

## Farm Aid Unsettled

Abandonment of the price parity goal by the A. A. A. after striving to accomplish it for the many years since the Federal Farm Board was created marks a turning point in farm relief. Henry A. Wallace, sec'y of agriculture, on Sept. 22, said:

"I don't think there is any way of getting enough money out of the treasury to give farmers parity prices during the next ten years for cotton, wheat, corn, hogs, or any other product that is exported."

Instead of basing farm aid on price the aim is to be to give the "average farmer the same purchasing power he had in the 50 years before the world war," according to Sec'y Wallace.

Evidently it has been discovered that altho the price of livestock is high the farmers have not produced a large enough volume to provide an income equal to what they would have had without the A. A. A.'s past policy of planned scarcity. Over a long period of years it has been shown by the president of the Farmers National Grain Dealers Ass'n, Mr. H. B. Grommon, that the gross income of farmers from large grain crops was greater than their income from small crops.

Earl Smith, pres. of the Illinois Agricultural Ass'n, also believes the government should act more as an umpire than as a regulator. In this he disagrees with Edward A. O'Neal, pres. of the American Farm Buro Federation, who believes in forcing every producer of corn, wheat, cotton, tobacco and rice to submit to government control of crop production. Evidently Edward desires to become a farm dictator.

## Employer and Employe

By FLOYD OLES, Seattle, Washington.

In our industry we had long felt that labor relations are minor. Our employes have been almost partners, often actually so, satisfied, as well paid as the business could stand, sometimes better than the boss. We worked long hours, but we served farmers, and nobody has yet found a way to limit farm hours, except where unions have in some cases imposed such limitations.

So far as spontaneous labor troubles or unrest in this industry is concerned, it has never happened to my knowledge, nor do I think it ever would happen. When it happens that labor troubles occur, they happen because it is to somebody's advantage and profit that they should occur.

Labor leaders and organizations are just as much middlemen as we of the trade. They interpose themselves between employer and employe, for a profit. This is not at all reprehensible, in many, perhaps in most, cases. It is entirely legitimate. They secure for their members increased wages and lessened hours, just as we trade association men try to secure for our members advantages by collective action. There is, in fact, a startling similarity in the purposes and methods of labor unions and trade associations.

My association, a year or so ago, found itself in the position of being in the feeding trough, not to eat, but to be eaten.

We found that our oldest employes, caught in a steady stream of union propaganda, soon were working for the union more than for us, and, after thirty years of loyal employment, were the chief leaders in the raid on the treasury. We found our transportation interrupted, and a steady stream of bickerings and battlings in plants accustomed to twenty years of peaceful operation.

We went directly to headquarters, as one organization to another. We said, with some brutality, frankly: Just what do you want? What is it going to cost us? And, at a meeting of our Board of Governors, in a three-hour session with various union leaders, we found the answer. We didn't sign an agreement at that time, of course, but we exacted and secured an agreement at that time by the unions to avoid our individual members, to deal only with the Association, to refrain from coercion and violence, and in return we agreed to recognize any and all jurisdiction established by the American Federation of Labor.

We have, of course, several union agreements, and in some cases I have had, as labor relations manager, found it desirable to sign separate agreements for individual members, but this is unusual. Being definitely committed to A. F. of L. affiliation only, we are committed to recognizing jurisdiction as established by Mr. William Green. This became so involved in one case that we had to correspond directly with Mr. Green to secure a ruling, but as soon as it came thru, and though it was unfavorable to our contention, we have abided by it absolutely.

Labor leaders, those of experience, are, as I have said, in business for profit. They are business men, and as in any business, and granting exceptions, are prepared to stand by an agreement. We have never known an A. F. of L. union to break an agreement, tho we have found them always ready to do a battle of wits over its interpretation—a game in which we are fully prepared, however, to compete. Regrettably, union negotiations are always under coercion, to the extent that the employer knows that the cards are stacked against him, and that in the final analysis the strike power of the union, backed by law, and upheld by the National Labor Relations Board, is against him, and regardless of union tactics, available only to the union as a recourse and weapon.

The National Grain Trade Council met with Frank A. Theis, Kansas City, as the presiding officer, at a breakfast Tuesday morning.

**Labor leaders in my state live in the exclusive residential districts once the haunt of bankers, drive cars I can't afford and wouldn't be able to keep in gas if I could, run their private strings of horses, week-end on yachts in the San Juan Islands, maintain estates, employ Oriental servants in numbers, send their children to the Lakeside School which common folks cannot afford, and what is more, make no bones about it.**

**Business Made Unprofitable**—One of my members, a feed miller in the country, did a \$400,000 business in 1936-37, to June 30th, paid himself \$350 per month, and wound up slightly less than \$1,000 in the black. If you can figure that percentage, you do it, I can't. Dozens of them are in comparable shape or worse. And it's not in the cards to buy all your products and labor in a controlled or fixed market, and still sell them profitably in a competitive one. Either we must again make the market competitive where we spend our money—and we all know that is impossible—or we must submit to a regimentation in selling as we have been forced to do in buying.

We believe in regulating our own affairs, and that if we concede that only by labor's above-the-law coercion can trade practices be enforced, then we have tied a noose around our own necks and handed the end to the labor leaders.

But a new and more intelligent labor-industry cooperation is emerging from the nationwide labor relations muddle of today. We believe that, with some setbacks and probable interruptions, we are on the path to such intelligent organizational cooperation in our state. We respect those labor leaders, regardless of the obvious fact of their intent being purely as profit-making as that of any other business, who stick to their agreements, and who recognize the fundamental principles of common business honesty and fair play in their dealings. We recognize that it is only thru organization that industry can deal with organization, and especially with labor organizations, equipped as they are with political power, unlimited funds, and able leadership. A new set of business barons is abroad in the land, barons who wield a power, a legitimate and law-butressed power, that would make the business barons of another day green with envy. We can not change national policy, nor deny the march of events. We can only meet them as they are, and it is thru business organization that we must do it, strengthening our trade groups, and as nearly as possible putting business, where it certainly now is not, on a bargaining parity with the great organizations of militant labor.

A highlight in the convention entertainment was the Casino at the Dallas Exposition Grounds, where the convention moved en masse Monday night. All delegates thoroly enjoyed the chicken dinner served and the best seats in the house for a scintillating, colorful two and a half hours of big time entertainment, provided by the Dallas hosts.

## Grain Grading School a Pre-Convention Feature

More than 90 delegates interested in learning more about grading grain correctly attended the grain grading school that was a pre-convention feature of the Grain & Feed Dealers National Ass'n convention on Oct. 10, at Dallas, Tex. C. W. Griffin, federal grain supervisor at Fort Worth, acted as chairman of the school on the Peacock Terrace of the Baker hotel.

PRES. S. W. WILDER, Cedar Rapids, Ia., of the Grain & Feed Dealers National Ass'n, officially welcomed the school and its scholars.

W. B. COMBS, of the Extension Service of the federal Department of Agriculture, in charge of the school, made the response, and led into a discourse on the aims and objects of educational work on grain grading. He said grain grading is proving a popular subject in many of our schools and colleges, and that grain shippers have found the schools a great help in understanding how their grain is handled in terminal markets, and in governing their grain buying from the farmers.

C. W. GRIFFIN, Fort Worth, chairman of arrangements for the school, reviewed and explained the program for the day before proceeding with the grading of samples of corn. The samples of corn were spread on paper-covered tables and were sorted by the students, under the supervision of Mr. Combs and his retinue of inspector assistants.

CORN GRADING was followed by a brief address by J. F. Shanley, chief grain inspector at San Antonio, Tex., who described the important factors in grading Texas corn, the first to come on the market, and doubtless the only new corn of the current crop that was shipped to market during the well-known squeeze in the September option. Ordinarily Texas corn suffers severely from weevil, and moth, but this year it matured in the field under such dry weather conditions that practically no trouble was experienced from bugs. "Bugs," said Mr. Shanley, "are associated with moisture. Our ordinarily humid climate in south Texas was not experienced this year, rainfall is below normal, hence, no bugs."

SAMPLES of grain sorghums were distributed among the students and sorted in the same manner as the corn samples earlier, under supervision of the inspectors.

C. M. GOODNIGHT, Amarillo's chief inspector, described the factors that students must watch in grading grain sorghums. The fine sorghum crop in the Texas Panhandle is a savior to its grain dealers this year, he said. Types and kinds of grain sorghums were described.

"Based on a 10-year average of the supervised grain sorghums receipts at Fort Worth during the period 1924-1935," said Mr. Goodnight, "the grading factors rank about as follows in their application in grading grain sorghums below the No. 1 grade. Cracked kernels, foreign material, and other grains, was the fac-

tor which graded 46% of the grain receipts for the period. In some years these factors are above average. The 1927 crop showed 66% of these factors as the cause of sorghums grading below No. 1. It is important that the proper sieves be on hand when grading sorghums."

W. B. COMBS, Chicago, described the important grading factors in hard red winter wheat as produced in the Southwest. He was followed immediately by Prof. R. C. Potts, of the Texas A. & M. College, who said 200 distinct varieties of wheat are grown in the U. S. and described the characteristics to be examined when identifying wheat in the field. Turkey, Blackhull, Tenmarq, and Kanred he named as the principal varieties of hard red winter wheat produced in localities enjoying from 15 to 30 inches of rainfall annually; Mediterranean, Denton, Fulcaster, Fultz, and Red May he named as the principal soft red winter wheats, normally produced in areas enjoying from 30 to 40 inches of rainfall annually. The Marquis and the durum wheats of the Northwest were briefly described.

After a late lunch the students returned to the Terrace Garden for actual, practical training in grading samples of wheat, making dockage and damage determinations under supervision of the inspectors.

J. P. McCULLOM, ass't supervisor at Fort Worth, explained how to use the grading equipment to determine thin oats, and wheat dockage.

W. B. COMBS led a general discussion in which the enthusiastic student grain dealers asked many questions.

H. N. HOLMES, Supervising Inspector of Enid, assisted in conducting the school. Adjourned sine die.

### ATTENDANCE

In attendance at the grading school were:

From Waco, Tex., came M. P. Sims, O. E. Blume, Tony Bartos and J. W. Tandy.

From Fort Worth the Kimbell Milling Co., W. H. Taylor, E. S. Martin, P. A. Johnson, L. L. Lavender, L. B. Faurer, Jr., R. S. Jackson, Ray Barken, W. L. Newsom, Jr. From the Burrus Mill & Elevator C. W. Atherton, W. L. Adams, from E. G. Rall Grain Co., A. Gaughan and W. B. Roberson. From Fort Worth Elevators & Warehouse E. B. Goughnour, Supt.

From College Station, Tex., came Prof. R. C. Potts, and the following members of the grain judging team R. S. Elliott, W. A. Gwinn, J. G. Jenson, A. L. Pace and S. W. Whitehurst.

From Dallas, J. C. Crouch Grain Co. came J. Holcomb, W. H. Nigh and J. P. Benson. From the Morten Milling Co. De Lyle Kinman, chemist, W. H. Spencer, W. L. Smith, R. C. Junge and L. R. Verschoyle. From W. J. Lawther Mills E. B. Royce, Sec'y-Treas., T. B. Ackerman, Supt., Guy T. White and Harry Cook. From Pearlstone Mill & Elvtr. Co., C. J. Wheeler, Sec'y, T. L. Scott, Supt., L. R. Perkins. From the Doggett Grain Co., A. T. Griffin.

Among other students in attendance at the grading school were H. C. Vandever and C. F. Smith, Amarillo; T. C. Manning, Kansas City; Thos. Cannon, Abilene, Tex.; B. X. McGuire, Giddings, Tex.; F. B. Moore, Hamlin, Tex.; R. S. McCarty, Battle Creek, Mich.; Jno. A. Tatam, Greenville, Tex.; Bert W. Self, Crowell, Tex.; Jno. Cummings, A. A. Rolfe, W. C. Richards and Harry Taylor of Sherman, Tex., and M. C. Counts, County Agent of Tarrant County, Tex.



C. W. Griffin, Federal Supervisor at Fort Worth addressing Grain Grading School

# Terminal Weighmasters Guard Grain Weights

Terminal weighmasters are the guardians of correct grain weights, declared Pres. R. R. DeArmond, St. Louis, at the opening of the 20th annual convention of the Terminal Grain Weighmasters National Ass'n, in the Baker Hotel, Dallas, Tex., Oct. 10.

"A terminal market weighmaster realizes that his particular market is only as good as his weights, and he is ever alert to improve and protect his methods," said Dr. DeArmond.

"The object of this ass'n is to secure the co-operation of all concerned in scale design, installation, maintenance and weighing practice, and to discuss and disseminate information affecting the weighing of grain."

Mr. DeArmond led into a discourse on the importance of terminal market weights supervision to the country grain shipper, saying:

#### TERMINAL MARKET WEIGHING SUPERVISED

Experienced grain shippers, acquainted with the terminal market methods of the weighing, are careful to record all essential information for the protection of shipments. A system of weights and measures, known as bushels, pounds and tons, result in the same thing; each representing a fixed amount, and this amount an unchangeable standard.

It is the duty of a Department of Weights to weigh every load of grain received or shipped from elevators or warehouses, under its jurisdiction; to see that scales and handling facilities, and from the scales, are in first-class condition, that all grain is accurately weighed, also that the records are clear, precise and concise, and that they are carefully preserved for future reference.

It is difficult for buyers at terminal markets to purchase grain from shippers unless the market is known to maintain an efficient weighing department.

At St. Louis we experienced the past two years a reversal of the movement of coarse grains thru the market, coarse grains moving from east to the west. At the start of this movement, sales were made, "country shippers' weights to govern" and in some instances, "destination country weights to govern." Such terms were soon abandoned; both the sellers and buyers demanding St. Louis Official Weights displaying the confidence of the country shipper in terminal market official weights.

Practically all business in grain at terminal markets is predicated on correct weights; regular warehouse receipts being supported by official weight certificates. This is essential in obtaining loans on stored grain.

The railroads are confident of weights specified on terminal market weight certificates; their freight charges are assessed accordingly. The terminal enjoying the fullest confidence of many country shippers, who do not maintain dependable weighing facilities; they specifying that their grain must be weighed at the terminal to which it is consigned; even to the extent in a sacrifice of price. Unless a weighing department is above reproach, it is worse than none, especially for those who do not place any confidence in their own weights or who do

not maintain weighing facilities. It is a poor policy for a country shipper to load grain into cars, and rely on an estimated weight; a wreck or a leak in transit can result in great loss.

The functions of a terminal market weighing department include: Inspect cars on hold inbound inspection tracks; record seals; record any leaks or defects of the equipment, which is repeated on arrival at unloading plants, under official supervision; supervise unloading of cars; examine cars after unloading (the supervisor insisting that all cars be thoroughly cleaned of grain; and rarely does a car contain more than ten pounds of grain after unloading). The depth of grain is carefully measured in all cars that come under the department's supervision, so that an approximate weight can be arrived at by cubic measurements, should shortages be claimed.

The service rendered by an efficient weighing department gains the public confidence, consequently the weighing supervision is of tremendous value to all concerned.

The Question Box, calling attention to prominent weighing problems, and the big reason for terminal weighmen coming together, covered the following subjects:

SCALES are ordinarily tested every six months, and the poise is blown out daily by air. Is this sufficient protection of the accuracy of the poise, or should the poise on a full capacity type registering beam be taken apart and cleaned, and how often? The consensus of opinion felt the poise should be taken apart only when its operation indicated a need for thorough cleaning.

WHAT is the proper method for issuing certificates on bulkhead cars, one certificate for each portion of the load, or only one certificate for the entire car? Felt the weighmen, each kind of grain in the car deserved its own certificate, since separate weights were necessary, and regular charges should be made for each certificate.

REPLYING to "Since it is not possible to take in 1,000 bus. of grain and load out 1,000 bus. of grain, what is the practice with respect to public elevators who receive and store for the account of others?" The members revealed that standard storage charges at public elevators cover this shrinkage, which must be absorbed by the elevator unless special provision is made in a private contract between the elevator and the owner of the grain to some other effect.

A GRAIN SAMPLER should make a record of the size of the load or the approximate depth of grain in a car when he obtains his sample, thought the weighmen, and pass this information along to the weighing departments.

FOR SELF-PROTECTION it is a good

practice to record all complaints of shortage in weights against each elevator or industry.

PRACTICE of weighing departments in the various markets on use of a sliding scale of wages for weighmen showed considerable variation, controlled by local conditions. Weighmen in several markets uniformly receive the maximum rate because they had spent a long period of time at the work. Where novices were starting to learn how to handle and check scales the general practice was to pay a lower wage, gradually increasing the wage as proficiency increased.

INSPECTION of car boxes to be loaded with grain was looked upon as a duty of the weighmen. Several believed that cars have deteriorated seriously in the last five years and weighmen should give the shippers an opportunity to demand grain tight box cars. Carding the grain door with the weight of grain put into the car helps the receiver to check any losses in weight, and helps the weighman at the receiving elevator to check his weights.

If the shipper insists on loading a car that a deputy weighman feels is unsuited to grain loading the matter should be referred to the weighmaster, who can take it up with the shipper.

THE TIME, trouble and expense of carding grain doors with weight tags is justified, believed the weighmen. These cards may not be of much help to the shipping weigher, but they are a great help to the weighman at destination who deserves this consideration.

PRES. DeARMOND pointed out that many receiving mills in the south and southeast particularly, where he has visited in the interests of good weights, depend upon antiquated machinery and equipment, using screw conveyors, and in some cases, flat bottom bins. Leaks due to inadequate equipment and illiterate labor were the cause of many complaints until his department started to card cars of grain being shipped into this territory. Then the complaints practically dried up.

SHIPPERS at most of the terminal markets, of course, employ an outside agency to install grain doors, protecting themselves from responsibility for leaks at grain doors.

Adjourned for luncheon.

WEIGHMasters and chief inspectors joined in one of the hotel's banquet halls for their annual luncheon. Following lunch the weighmen returned to their meeting hall for a continuation of discussions on weighing problems, reflected as follows:

THE WEIGHMEN did not believe that any automatic weighing device could eliminate the human element in recording grain weights accurately, for the operation of the weighing device depends upon humans. Nor did the weighmen believe that grain could be dependably weighed in motion, as when a train of loaded



Members of the Circle Discussed Common Problems

railroad cars are pushed, or allowed to float across a scale, without being brought to a full stop.

SCALE REPAIRMEN and scale inspectors ought to be licensed, insisted the weighmen who have run across many cases where these services were performed by men who did not understand scales and frequently left the scales in poorer condition than before they tampered with them. These experiences led to unanimous adoption of the following resolution:

RESOLVED, that this, the Terminal Market Weighmasters Association, in the Twentieth annual convention assembled in Dallas, Texas, this 10th day of October, 1937, does hereby record its judgment, that persons engaged in the practice of installing, testing and repairing weighing apparatus should be subject to strict examination, to registration, to permit (revocable for cause), and to bond all under the jurisdiction of lawful authority.

SECY HARRY R. CLARK, Omaha, reported the finances of the ass'n to be in good order, with receipts and balance during the year of \$267.90, expenses of only \$67.25, and a balance on hand of \$200.65.

ELECTION of officers placed for the ensuing year: Clay Johnson, Peoria, Ill., pres.; G. C. Rhodes, Enid, Okla., vice-pres.; and Harry R. Clark, Omaha, Neb., sec'y-treas.

Adjourned *sine die*.

#### WEIGHING NOTES

MANY GRAIN INSPECTORS, concerned with weighing problems, divided their time between the grain grading school on the top floor and the meeting of the weighmasters. The annual luncheon, an especially nice steak luncheon, was attended by both weighmasters and chief inspectors.

WEIGHMasters in attendance at the meeting included H. R. Clark, Omaha, Neb.; R. R. DeArmond, St. Louis, Mo.; Sam Holder, Indianapolis, Ind.; Clay Johnson, Peoria, Ill.; Paul Larson, Sioux City, Ia.; G. C. Rhodes, Enid, Okla.; J. A. Schmitz, Chicago, Ill.; F. H. Schlinkert, St. Louis, Mo.; R. S. McCarty, Battle Creek, Mich.; and M. B. Houseal, Memphis, Tenn. Several were accompanied by their wives, who enjoyed the sights and hospitality of the Dallas hosts.

Russian shipments of wheat this week were the largest of the season, 2,504,000 bus. as compared with 1,768,000 bus. last week and 88,000 bus. a year ago, and largely responsible for the weak tone of the English market.—Hulburd, Warren & Chandler.

"The farmers are not so anxious for a crop control bill as they are to stop the import of Canadian cattle, Argentine beef and corn, Scandinavian eggs and butter, and Czechoslovakian hams."—Extract from a statement issued in Washington recently by Senator Burke of Nebraska.

By EDGAR MARKHAM, Washington, D. C., Sec'y of the National Grain Trade Council before Grain & Feed Dealers National Ass'n.

The overwhelming opinion in Washington is that wages and hours legislation will be enacted at the next session of Congress. General principles of the legislation in all probability will be those of the Black-Connery bill, which has been passed by the Senate and is pending on the House calendar, although there have been rumors that the bill may be rewritten before final House consideration.

The purposes of this new labor bill are to raise wages and shorten the work-week, and to abolish child labor. The first two of these purposes would be accomplished through a new government board called the National Labor Standards Board, operating within definite limits fixed by Congress. The bill as it passed the Senate protects state control of child labor, whereas the version reported to the House by the House labor committee specifically outlaws child labor except on the farm.

**Three Labor Agencies of Government.**—Once the wages and hours bill is passed by Congress, the initial step towards subjecting trade and industry generally to its provisions would be the appointment by the President and confirmation by the Senate of the five members of the National Labor Standards Board, one from each of the four corners of the country, and the fifth from the center. If and when this Board is established it will be the third separate and distinct government agency dealing with labor problems, the other two being the Department of Labor, headed by a member of the Cabinet, and the National Labor Relations Board, set up under the Wagner Act and composed of three members. Each of these agencies has its own particular job to do. There is no overlapping of jurisdiction.

In the field of employer-employee relations the function of the Department is to act as conciliator in the settlement of strikes and threatened strikes. In addition, the Department administers the Walsh-Healey Act regulating labor conditions on government contracts and under the proposed wages and hours legislation one of its several bureaus—the Children's Bureau—would be the judge of what constitutes "particularly hazardous" work.

The National Labor Relations Board is supposed to protect employees against unfair labor practices on the part of their employers—the chief one of which to date seems to be discharge for union activities—it is supposed also to protect employees in their right of col-

lective bargaining through representatives of their own choosing, and to determine, in the event of a dispute, what organization is desired by a majority of the employees to speak for them in collective bargaining with their employers.

The new National Labor Standards Board would fix minimum wages and maximum hours for employees by occupations and keep a close watch on employers as to whether they are complying with the wages and hours orders of the Board, and the prohibition against child labor.

Except as to child labor, the wages and hours bill as now written does not apply to any employer until affirmative action is taken by the National Labor Standards Board. The action which may be taken by the Board is limited by the bill to the establishment for any occupation coming under the act, of minimum wages of not to exceed 40 cents an hour, and a minimum work-week of not less than 40 hours.

**Public Hearings.**—Before the Board may make an order relative to wages and hours it would be required to hold a public hearing, either on its own motion or on complaint of any labor organization or any person having a bona fide interest as defined by the Board. As a protection to employers against hasty action and great inconvenience in travel, the bill provides that: "such hearing shall be held at a point as near the principal place of business of the employer involved as is practicable and at a such time as the Board may prescribe, and reasonable notice must be given to those involved by registered mail or by personal service." In addition to holding public hearing, the Board, prior to issuing a wages and hours order, would have to appoint and receive a report from an advisory committee composed of equal representation of employer, employee and the public. The committee would be required to make an independent investigation, hold hearings and confer with the principal interested parties before submitting its recommendations to the Board. The Board would not be bound by the report of the advisory committee.

**Board will have Broad Authority.**—Subject to the limits already mentioned—that is, a minimum wage of not to exceed 40 cents an hour and work-week of not less than 40 hours—the Board would be given rather broad authority to establish for an occupation definite standards of minimum wages and maximum hours "at levels consistent with health, efficiency and general well-being of workers and the maximum productivity and profitable operation of American business." Its conclusions on minimum wages, among other things, would have to take into account cost of living, local economic conditions, wages established for work of like character by collective bargaining agreements, and differences in unit cost of manufacture occasioned by varying local natural resources, operating conditions or other factors entering into the cost of production. As to hours, the Board would have to take into consideration not only questions relating to the physical well-being, efficiency and earning power of the individual—there is a specific prohibition against the Board issuing a work-week order that would reduce an employee's weekly earnings, but it would have to take into consideration the number of persons available for employment in the occupation and also the hours of employment established for work of like character through collective bargaining.

Wages below and hours above those established for an occupation by the National



Edgar Markham, Washington, D. C. Secretary of the National Grain Trade Council



Chester Weekes, St. Joseph, Missouri, who talked on the trucking problem



Floyd Oles, Seattle, Washington, discussed labor relations

# The GRAIN DEALERS JOURNAL

Labor Standards Board would become "oppressive." Oppressive wages, or oppressive hours or employment of child labor would constitute a "substandard labor condition." Goods produced—the word "produced" is defined to mean "produced, manufactured, mined, handled or in any manner worked on"—under any substandard labor condition would be branded "unfair goods," and automatically barred from interstate commerce.

**Grain, feed and mill men** are under the provisions of the wages and hours bill as now written. Farmers are exempted. Also exempted, is seasonal employment in ginning, compressing and storing of cotton or with the processing of cottonseed—the cotton folks were let out by the House Labor Committee in the last minute maneuvering to get the bill considered by the House before adjournment—canning or other packing or packaging of fish, sea foods, sponges, or pickling, canning, or processing of fruits or vegetables, or the processing of beets, cane and maple into sugar.

Altho grain and feed men would be subject to wages and hours issued by the National Labor Standards Board this does not necessarily mean that they would have to pay exorbitant labor costs in order to operate the long hours demanded by farmers when marketing their crops at harvest time. Before a minimum wage and maximum work-week could be established they would be given full opportunity to make a showing to the Board, and also to the advisory committee set up for the occupation by the Board, of the seasonal nature of their business, their close relationship with the farmer and the length of work-week needed at certain periods of the year if the farmer is to have a market for his products when he wants it most. Perhaps it would be possible to solve the problem by averaging the length of the work-week over a period of months somewhat as it was done in NRA code days. Should the work-week established by the Board be too short to take care of peak operating requirements, there is in the bill an avenue of partial, though rather expensive, relief. Authority is granted to the Board to order "overtime employment in periods of seasonal or peak activity" with "wage rates to be paid for such overtime employment not exceeding the rate of time and one-half."

**State minimum wage and maximum hour laws** that are more favorable to employees

would not be superseded by the pending bill, if enacted.

**As to child labor**, full-time employment of children under the age of 16 years is prohibited in all industries except agriculture, which is exempt from all provisions of the act, and employment of children between the ages of 16 and 18 years is prohibited in "particularly hazardous" work.

In its present form, the wages and hours bill is nowhere near as drastic from the standpoint of the employer as it was when submitted to Congress last spring by the Administration. The original draft would have written into law a definite minimum wage and maximum work-week, with the Board given a roving commission to order wages raised above the minimum and the work-week reduced below the maximum.

Penalties for violations were more extreme, altho those in the bill as it now stands are plenty severe; for instance, anyone who does or aids in doing anything made unlawful by the Act or who willfully fails or omits to perform any duty imposed by the Act is subject to a fine of \$500 or imprisonment of not more than six months, or both. The same penalties apply to anyone willfully making a false "statement or entry in any application, report, or record filed or kept pursuant to the provisions of this Act" and they also apply to anyone who "without just cause" refuses to testify or produce books and records in obedience to a Board subpoena. The worst offense under the Act would be the willful discharge of or discrimination against an employee because of his having filed a complaint or instituted or caused to be instituted any investigation or proceeding under the Act, and subject the offending employer to a maximum fine of \$1,000 or one year's imprisonment, or both.

The almost universal belief of observers in Washington that the wages and hours bill will be passed at the next session of Congress is based on the situation as it stands today. There is a great deal of opposition to the bill but much of it appears to be afraid to come out into the open. The farm organizations do not like the legislation, fearing its passage would mean increased cost of the things they buy, but for the most part they are confining their activities to obtaining exemption for farmers and farmers' business organizations. The American Federation of Labor is divided on the bill but the CIO is supporting it up and down the line. The AF of L is hold-

ing its annual convention in Denver the latter part of this month. Those who are against the wages and hour bill have announced that they are going to make a fight for the adoption of a resolution condemning it. Should this move succeed it might possibly have the effect of bringing into the open the timid opponents in agriculture and industry.

No sooner had Congress adjourned late in August than rumors began to circulate to the effect that the Black-Connery bill was going to be completely rewritten before the next session. One of the big changes was to be the inclusion of fair trade practices designed to tighten existing anti-trust laws. Diligent inquiry in authoritative places about Washington failed to get confirmation of any of these rumors. On the contrary, it indicated that the Administration, while having revision of the anti-trust laws as one of its objectives, has barely begun the study of the subject, and, in addition, definitely prefers that wages and hours legislation and anti-trust law revision be dealt with by Congress in separate bills.

**The O'Mahoney Bill Drastic.**—In any discussion of the Black-Connery bill there is at least one other piece of pending legislation that should be mentioned. It is the O'Mahoney bill to require federal licensing of all corporations doing an interstate business and also providing for voluntary federal incorporation. As introduced, the bill would have required observance of fair wages and hours as among the conditions precedent to a corporation obtaining a license to continue in business.

Altho there does not now appear to be any probability that labor standards legislation will be handled in this way, the O'Mahoney bill, calling for drastic federal regulation of corporations, is still very much alive. Extended hearings were held last winter by the Senate Judiciary Committee. There is strong sentiment in Congress for federal licensing of corporations. Organized labor is openly advocating it. Senator O'Mahoney will have the active support of Senator Borah in getting the bill before the Senate. Enactment of such legislation means nearly all business will be directly under the thumb of Washington. Limitations of profits and control of salaries are among the several objectives. Regardless of what may happen to the O'Mahoney bill next winter, a law of this character is in the offing and constitutes, perhaps, the most serious legislative threat facing American trade and industry.



Testimonial Luncheon Given to Charles S. Clark of Chicago who Served the National Ass'n as Sec'y-Treas.

# Grain Inspectors Discuss Dual Certificates

Use of the new federal dockage tester was thoroly discussed by the 36th annual meeting of the Chief Grain Inspectors National Ass'n, over which Pres. Paul Larson, Sioux City, presided in Dallas, Tex., Oct. 11.

Due to the cost of the new federal dockage tester few inspection departments have installed the new machine, which the inspectors described as in need of further improvements, principally to speed up its operation. While the new machine gives more accurate results than the Emerson kicker, it requires three times as long to run a sample of grain, and the improvement in accuracy was considered insufficient to justify expense of installing.

Many of the inspectors had brought along samples of the office forms they use in recording grain inspections, and took turns explaining their procedure in filling out these forms.

E. C. PARKER, chief of the federal grain supervision service of the Department of Agriculture, reported progress on improvement of the federal dockage tester, crediting the restrictions imposed on federal buying of equipment with forcing acceptance by the department of the low bid on 70 machines needed by the federal supervision service. Contrary to expected procedure, the manufacturer of the machines, after filling the federal order, made no effort to enter quantity production of the machines for the benefit of the inspection departments and the private grain trade.

"The federal government cannot collaborate in the design of a dockage tester with any single manufacturer," said Mr. Parker, "without tending to create a federal monopoly, an act prohibited by law. This restriction has prevented the government finding someone to enter mass production of the new dockage testers, for which a market that would take 1,000 machines is already in existence.

"The new machine is superior to the Emerson in accuracy, and such future changes as may be made in it can be applied to existing machines at very little expense. One of the improvements that has been developed is a new type of longer lived rubber bumper; another is a minor change in the spring carriage for the sieves; a third is a positive feed that may be adjusted for different grains, controls the flow of the sample into the machine and tends to shorten the time it takes to run a sample."

MRS. E. H. MILLER, Chicago, private crop statistician, explained the black stem rust in an address published elsewhere.

J. H. FRAZIER, Philadelphia, opened the question of dual certificates, expressing the conviction of the inspectors that grading under this rule had become severely technical.

Mr. Parker insisted that the intent of the new rule was to give the inspectors greater latitude in exercising their judgment, that dual certificates were to be issued only when average samples would not properly express the contents of a car. He was surprised to learn that federal supervisors tended to be technical in application of the provision for dual certificates, and promised to refer this matter to R. T. Miles, Chicago, who has charge of the federal grain supervision service.

"Apparently," said Mr. Parker, "a misunderstanding of the instructions regarding dual certificates has arisen in the federal supervision service as well as among state grain inspectors."

J. F. SHANLEY, San Antonio, described shipments of kafir and snapped corn that would have a great deal of sand in the bottom of the car. The sand occurs in the handling of these grains, and sifts to the bottom of the car while enroute. He explained also that loading of corn into a car from a shelter often caused un-

even loading of the cars, and the dual certificate was the best protection the inspector had against the responsibility for declaring anything except the true contents of the car.

"No inspector," believed Mr. Parker, "ought to assume responsibility for grading a carload of grain down because it might have been plugged. Too many borderline cases occur, where the appearance may be present, but the car was quite unintentionally so loaded. Only after due investigation by constituted authorities ought a car be declared 'plugged,' and then the Department of Agriculture may publish the findings."

HARRY R. CLARK, Omaha, wondered why new samples should not be drawn for a Board of Appeal application on a grade. Mr. Parker replied that the time lapse between the inspection by a federal supervisor and the inspection by the Board of Appeal would cause many variations, but that in extreme cases permission for drawing of new samples would be given by the Board of Appeal.

SEC'Y CLARK reported a balance and receipts for the year of \$56.57, expenses of \$13.70, leaving a balance of \$42.87 in the organization's treasury. His report was unanimously adopted.

ELECTION placed the following officers: Paul Larson, Sioux City, Ia., pres., re-elected; J. H. Frazier, Philadelphia, Pa., vice-pres.; H. R. Clark, Omaha, Neb., sec'y-treas. The directorate remained unchanged, being composed of F. B. Tompkins, H. R. Clark, D. H. Larkin, A. A. Breed, J. H. Frazier and S. A. Holder.

Adjourned *sine die*.

Immediately following the meeting the inspectors enjoyed refreshments supplied by Harry B. Olson, Chicago, continuing their discussions unofficially during this period.

ON SUNDAY the inspectors had luncheon with the weighmasters, the two organizations combining for this annual feature.

MANY of the inspectors took part in conducting the grain grading school that was a pre-convention feature on Sunday.

#### CHIEF INSPECTORS IN ATTENDANCE

J. T. Shanley, San Antonio; C. M. Goodnight, Amarillo; J. Martin Clark, Fort Worth; F. C. Melton, Waco; R. R. Stuard, Dallas; C. F. Standing, Wichita Falls; J. M. Wilkie, New Orleans; Breckenridge Moore, Louisville; Paul Larson, Sioux City; Harry R. Clark, Omaha; John Frazier, Philadelphia; G. C. Rhodes, Enid; Lee McGarrey, Fort Worth; L. P. Clausen, Houston; W. J. Lambe, Coffeyville; A. B. Plummer, state of Kansas; F. B. Tompkins, Peoria.

Price stabilization of potatoes in nine counties of Nebraska, Colorado and Wyoming by a marketing agreement approved Sept. 14 by Sec'y Wallace is being submitted to a referendum, not of the consumers buying the potatoes but of the growers.

A fine of \$100 a day is running against the National Biscuit Co. for refusal to answer a Federal Trade Commission questionnaire, and now amounts to \$40,000. In February, 1936, Vice President C. S. Stillwell of the company wrote the Commission that "we are very hesitant to make public disclosure of information relating to our business with particular customers and our total volume of business, because we believe that dissemination of such information would place us at a distinct competitive disadvantage." The company is expected to resist in the courts.

## Black Rust

By MRS. E. H. MILLER, Chicago, Ill.

There is nothing more disheartening to the grain trade in general, and to farmers in particular, than an epidemic of Black Rust, for there is nothing one can do about it. When once the infestation is present, all the farmer can do is sit back and wait for what will happen, and the ultimate damage will depend greatly, but by no means entirely, upon the weather.

Spores of this dreaded disease lodge upon the stem of the plant, eating into the stem and halting the flow of sap to the kernel, thus preventing full and normal maturity. The final effect is seen in the light shriveled berries the plant produces—the reduction of quality as well as quantity in the yield. When a spore of rust lodges upon a plant, that spore will do damage regardless of the weather—unless the wheat is very close to maturity at time of infestation. The weather will greatly determine the spread of the infestation and the resultant damage. Damp, muggy weather hastens rust development and spread. Rust will develop and spread very rapidly when heavy dews occur nightly and early morning temperatures are in—or over—the upper seventies. Weak plants and plants with thin stems are, of course, more susceptible to damage, as are also the fields of more rank growth.

The barberry bush is a well-known breeding ground for rust. Definite evidence has been presented from time to time that new forms of this menace do originate on the barberry bush and that this bush also makes possible the perpetuation of a larger number of rust forms than would be possible if all barberry bushes were destroyed. I have a fault to find with this evidence, and I'll freely admit that what I don't know about Black Rust would fill many books; but it is my humble opinion that complete eradication of the barberry bush will by no means insure safety from black rust. During recent years the government has made rapid progress in the eradication of the barberry bush. In fact, some of these government agents, in earnest pursuit of their duties, have eradicated more than the barberry bush. One farmer complained to me that he had most of his prize gooseberry bushes destroyed before he could convince an over-zealous agent that they were not barberry bushes. Yet, the 1937 year was one of the worst rust years in history. Many people do not agree with this statement, but I offer the following facts to prove it:

Up until 1937, rust was always a menace to certain sections of our northwest, especially to the Red River Valley territory in the eastern sections of the Dakotas and western Minnesota. Farmers in our winter wheat belt never had to worry much about rust. In fact, many of them in the soft winter wheat belt knew nothing about black rust. When rust was first discovered in the soft winter wheat belt this year—and I was, I believe, the first to predict heavy damage from this infestation—some of the "old timers" in the grain trade laughed at the idea that black rust could damage winter wheat. Their contention was "Black Rust never did injure winter wheat—and it won't this year." Field men unfamiliar with black rust were sent out to inspect fields and reported "Considerable infestation of red rust, but no damage, as wheat was only 10 days from maturity." These men were deceived by the color of black rust, for, contrary to the name "black," in the earlier stages black rust spores are really red in color. The congealing of the sap turns the straw to a dirty grey black. For this reason, many farmers did not know their fields were badly infested with the dread black rust disease until they entered the fields to cut their grain

It is impossible to accurately determine the damage until grain is threshed, and actual

# Farm Legislation, in Effect and Proposed

By FRANK A. THEIS, Kansas City, chairman, National Grain Trade Council, before the Grain & Feed Dealers National Ass'n. at Dallas, Tex.

damage does not show on the kernel until it begins to shrivel. In northern Missouri I entered a badly infested and damaged field, just as cutting of the grain had started. The owner of the field told me he did not know what had happened—that he supposed lightning must have struck his field. He was very much surprised when I told him it was black rust. This particular field had been damaged about 60%.

The extent of rust damage to the winter wheat is clearly shown by the gradings of grain reaching terminal markets. Of the wheat received in Chicago so far this year, only 52 cars out of 5831, or less than 1%, has graded No. 1; 869 cars, or about 15%, No. 2; while 1399 cars, or 24%, has graded No. 3; 1410, or about the same percentage, No. 4, and 2101, or over 36%, under No. 5 and sample grades. Out of 9406 cars, 2096, or about 22%, hard wheat, graded No. 1; 1790, or 19%, No. 2; 1829, or 20%, No. 3; 1478, or less than 16%, No. 4; and the balance No. 5 and sample grades.

**To Combat the Menace.**—The question most frequently asked me this year by farmers was "What can I do to combat the menace of Black Rust?" I would recommend:

**First:** Seeding as early as possible, under good cultural methods and fertilization. A strong healthy plant with a good root system is more able to withstand rust infestation. Good fertilization hastens maturity and in many cases only a few days in date of maturity means the difference between a plump good berry and a light shriveled one. I found during the past year many cases where commercial fertilizer had been used the wheat matured ahead of the rust, where fields in the same territory not fertilized were badly damaged. Also the date of planting was unquestionably shown to make a difference. I found early sown fields beating the rust out while late sown fields in the same locality were heavily damaged.

**Second:** Plant the grains most nearly rust resistant that are adapted to your particular locality. I say "most nearly rust resistant"—but do not be misled into believing that you have an absolutely rust resistant variety of wheat. At the present time the Thatcher spring wheat is withstanding rust epidemics very well. This variety has had only two years of experience, however—1935 and 1937. In 1935 I did not find any damage to Thatcher from rust. In 1937 I found some fields slightly damaged, and I could not help thinking of the fate of the well known Ceres wheat, which up until 1935 was the best known rust resistant variety. In fact, just the other day I came across a 1933 dictionary of spring wheat varieties in which the Ceres was placed at the top of the list as a rust resistant variety. Yet we all know how badly damaged the Ceres wheat was in 1935 and in 1937. Long before the Ceres was well known, the Kota was heralded as the rust resistant wheat, but this proved unsatisfactory for milling qualities, as well as susceptible to smut, and was no longer recommended in 1933.

In view of past history, I am not at all convinced that Thatcher wheat is the answer to the rust problem in our spring wheat territory. Plant breeders are still at work in an effort to obtain a variety of wheat that will be as acceptable as to milling qualities, resistant to rust and other diseases, as well as a good yielder. This must be a reasonable early maturing variety with a good stiff straw. When one considers the many qualities that must be combined in a wheat plant before it can be recommended for general distribution, and the years of effort and work it takes to produce these qualities, one begins to realize a little of the problems facing our plant breeders and pathologists. They are working constantly to find the answer to our rust problem, and we can only hope that they will be successful.

In the face of the many farm relief schemes with which the government has experimented in the past seven years the grain marketing system has proved itself indispensable and to-day is functioning on the highest plane of economy and efficiency in its history.

We have witnessed farm bills dealing with marketing and processing come and go, lasting only long enough for nature and economic forces to override their artificial efforts to control and uplift by man-made laws.

**Course of Legislation Doubtful.**—Altho Congress is pledged to act again on the "farm problem," it is difficult to presage with any degree of accuracy what course our farm-relief experts will pursue in the forthcoming session. The situation is made even more complex when it is considered that one branch of government is for strict crop control, another for reopening more productive land; that soil benefits are paid on the one hand to increase production and loans offered for producing less; and that efforts are made to restore foreign outlets while bolstering prices above the world's level. From a scarcity theory, with a tremendous volume of imports of wheat from Canada and corn from Argentine, we now jump to other devices which I will discuss later.

We are convinced, however, that we shall soon hear considerable from Washington regarding "parity income," marketing controls, production controls, ever-normal granary land reclamation, soil conservation, and restoration of processing taxes. In other words, we are at another one of those cross-roads where more bills will be enacted in another effort to end farm bills, or, as it were, a war to end war.

**All Business Groups Now Concerned.**—We all readily recall a few years ago when only the grain trade was confronted with perennial problems of legislation directly affecting our business. We used to be surprised at the apathetic attitude displayed by business men when we appealed to those outside of our industry to aid us in overcoming a most radical political trend which was bound to result in serious consequences to business as a whole. Now many lines of business are harassed in the same way and it is most interesting to observe the present nationwide discussions in various professional and commercial trades conventions, giving over a large part of their programs to governmental and political trends. The concern of all groups now centers in the many legislative measures, enacted and proposed, and their vital effect on the business and economic structure of this country.

We foresaw the doom of the Farm Board scheme, but many persons took exception to our criticisms as selfish outbursts against what many accepted as a sincere attempt on the part of our government to lift agriculture out of a depressed state.

Since then a myriad of laws has been enacted to relieve other groups in the period of depression until government control has been extended to every conceivable group and type of business.

Set up to deal with emergencies arising out of the drouths and economic disturbances, these so-called temporary measures are being enlarged upon and extended in the direction of complete governmental control of all social and industrial groups under the pseudonym of "planned economy," which in effect brings centralization of power and the destruction

of the open, competitive theory of trade. It is a plan for regimentation with a concerted nationalistic viewpoint.

**More Government Interference Expected.**—It is the unanimous opinion of those in Washington who watch such things closely that trade and industry generally are in for more federal control; that their operations are likely to be subjected to further government interference and regulation with its resultant increased cost of doing business.

Many bills to accomplish this already are part way thru the legislative mill, and there is the threat of others to come. Behind most of the proposals there is little question that the prime motive is to tighten Washington's grip on business rather than to bring about economic reforms.

So far as the grain industry is concerned, I feel quite sure that I reflect a general view that there has existed a serious situation in many branches of agriculture. Many laws dealing with agriculture have been enacted which have proven beneficial in bringing about a betterment of such conditions. But, as I have repeatedly contended, there is not warrant for the adoption of measures for agricultural relief which, while of doubtful value to the farmer, will be certain to result in greatly increasing the burdens of three-quarters of our people and in bringing widespread disaster to industries representing billions of dollars of investment and employing large numbers of people. To us in the grain and milling trades the experience of our lifetime in the business of moving grain from the field into consumption has convinced us of the disastrous effect of nostrums on the production and the price structure of agricultural products.

**In the last session of Congress,** the life of the Commodity Credit Corporation, which makes loans to farmers on their harvested crops, such as the last 45-cent loan on corn and present 9-cent cotton loans, was extended to June 30, 1939. Similar extension was given the Federal Surplus Commodities Corporation, which engages in surplus removal operations. The Secretary of Agriculture is authorized to transfer up to 30 per cent of the customs receipts for purchasing, processing, and distributing agricultural products, and the Chairman of the Reconstruction Finance Corporation has announced that 50 to 60 million dollars might be made available for this purpose on corn alone. The Soil Conservation Act of 1936, was passed to replace the invalidated AAA. It was intended at that time that the program of soil conservation was to be turned over to the various states on December 31, 1937. But this was amended so as to retain jurisdiction by the Department of Agriculture until January 1, 1942. Twenty-two states have passed laws modeled after this act for land use and soil erosion purposes. There was expended 400 million dollars by the AAA in 1936 for this soil conservation effort and there will be spent, an equal amount, if not more, this year. Marketing agreement provisions of the old AAA were re-enacted, but the only way the grain trade would be affected by this legislation would be thru a voluntary marketing agreement entered into with the Secretary. The compulsory features do not apply to grain, and the policy of the department has been against voluntary marketing agreements on staple crops. In addition, there was passed a farm tenancy law; an appropriation of 50 million dollars for seed, feed, and crop production loans, overhauling and liberalizing the laws administered by the Farm Credit Administration; a law reducing federal land bank farm mortgage rates; an authorization of 2½ million dollars a year, in co-operation with states, to make trees available to farmers, and several other laws of minor nature.

**Since the establishment of the new deal** in 1933 there has been expended upwards of 3 billion dollars for farm relief, and approximately one-seventh of the revenue collected by the federal government has been paid to farmers in some form or other.

Cash income of farmers will be highest this

year since 1929. Income from marketings alone is estimated by the Department of Agriculture at \$8,575,000,000; and government payments are expected to raise the total to approximately \$9,000,000,000 as against \$7,865,000,000 last year.

Altho the estimated total for this year is about 14 per cent below that of \$10,479,000,000 reported for 1929 the relative amount of purchasing power represented is considerably greater than this comparison would indicate because of the substantial net decline that has taken place in the general level of prices that farmers must pay.

The Department of Agriculture calculates that the total buying power of farm income this year would be equal to 103 per cent of the annual average for the period 1924-29 as against 96 per cent in 1936, 70 per cent in 1933, and 104 per cent in 1929.

This briefly summarizes major farm legislation operative at the present time.

We are told now that general farm legislation will be the first order of business at the next session of Congress. The avowed goal is better income for the farmer by securing a closer adjustment of supplies to domestic and export market requirements with an ever-normal granary big enough to protect the country in lean years.

**The Farm Buro Bill.**—When the time arrives to draft legislation, present indications are that the so-called American Farm Buro Federation bill will be used as the basis. This bill goes in the same direction as the invalidated Agricultural Adjustment Act, but much farther, and also builds on the more recent Soil Conservation and Domestic Allotment Act. It seeks to assure the farmer parity income on normal supplies of his crops, imposes compulsory governmental control of production and marketing, and establishes an ever-normal granary. After several weeks of public hearings it was sponsored in the House by Representative Flanagan of Virginia and in the Senate by Senators McGill of Kansas and Pope of Idaho, who inserted a provision that marketing quotas could not be imposed except on approval of two-thirds of the producers of the commodity. Chairman Jones of the Agricultural Committee introduced a bill in the House substituting voluntary control for compulsory control but used the Farm Buro draft as the framework of his measure, altho making a number of other important changes. The administration has virtually approved the general principles of these bills as they contain the powers necessary for the government to carry out the 1938 crop reduction program recently agreed upon in Washington by the Secretary and more than one-hundred state farm leaders summoned from all parts of the country.

#### The Pope-McGill Bill.

**The Pope-McGill Bill, S. 2787** in its present form for production and marketing control:

Establishes a national soil depleting base acreage for each of the major crops, which base acreage for each crop is to be allotted among states, counties, and individual producers by the Secretary of Agriculture;

Defines the "total supply" and "normal supply" for each crop and authorizes the Secretary to establish an ever-normal granary which shall be such supply in addition to the normal supply but not in excess of 10 per cent thereof "as will maintain a surplus reserve adequate to meet domestic consumption and export needs in years of drought, flood, or other adverse conditions as well as in years of plenty";

Authorizes the Secretary to impose marketing quotas on all farmers when supplies become excessive as well as to order co-operating farmers to reduce production below their base acreage as a means of reducing excessive supplies;

Authorizes the Secretary to make fixed benefit payments to co-operating farmers who do not exceed production limits set for the year;

Authorizes and directs the Secretary to set up an administrative agency and to make such expenditures as he deems necessary to carry out the provisions of the act; appropriates the sum of 400 million dollars, beginning with the fiscal year ending June 30, 1939, for the administration of the act and for the making of soil conservation payments and parity payments pursuant to adjustment contracts; and

For consumer protection directs the Secretary to release supplies to be marketed when prices exceed parity by more than 10 per cent and also to raise and lower the tariff on a dutiable commodity when the price for this commodity is more than 10 per cent below or above parity price for the commodity.

The national base acreage fixed for wheat is 67,400,000 acres, of which 4,400,000 is allotted to white wheat which is mostly grown in the Pacific Northwest. That for corn is 102,500,000 acres. A "normal" supply of all wheat would be a normal year's domestic consumption and exports plus 20 per cent as a normal carry-over or 822,000,000 bus., of which 78,000,000 bus. would be white wheat. A normal supply of corn would be a normal year's domestic consumption and exports plus 5 per cent for normal carry-over, or about 2,494,000,000 bus. "Total supply" of a crop would be the carry-

over at the beginning of a marketing year plus estimated production for that year. Marketing quotas would be imposed on wheat farmers when the Secretary finds that the total supply for a marketing year will exceed the normal supply by 20 per cent, or a carry-over and new crop total of 986,000,000 bus. (93,000,000 white wheat). The marketing quota level for corn would be a total supply of 10 per cent above normal, or about 2,743 million bushels. Farmers would have to pay a tax of 50 per cent of parity price on every bushel sold in excess of their quota.

The bill would also establish a Surplus Reserve Loan Corporation with a capital stock of 100 million dollars subscribed by the United States, with additional authority to issue its notes, debentures, or other obligations to be fully guaranteed by the government in a par amount aggregating not more than five times the amount of its capital stock or a total of 600 million dollars. Summarizing, it will be seen that there is an appropriation of 100 million dollars to the Surplus Corporation with further authority to issue obligations for an additional 500 million dollars, which together with an appropriation of 400 million dollars for soil benefits and parity payments makes a total of one billion dollars.

#### The Jones Bill.

In its present form, the Jones bill, HR-8246, has many features of the Farm Buro bill but differs in the following respects:

Does not impose a tax on a farmer for marketing in excess of his quota, such action merely disqualifying him for soil-benefit payments the following year;

Levies processing taxes on major commodities when total supplies reach marketing quota levels, with compensatory taxes on competing products, the same as under the AAA. The tax on wheat is set at 20 cents a bushel, cotton at 2 cents a pound, and rice at 20 cents a bushel. How corn will be handled has not been definitely decided but probably through a tax on hogs;

Leaves amounts, terms and conditions of loans on farm-stored commodities to the discretion of the Secretary in lieu of the fixed scale in Farm Buro Bill.

Continues soil conservation and benefit payments at the discretion of the Secretary but on a graduated scale with a maximum of \$10,000 to any one person, in lieu of a fixed scale of benefit payments as provided in the Farm Buro bill;

Prohibits the Secretary from making contracts with individual farmers, whereas Farm Buro bill requires contracts with co-operating farmers;

Provides definitely for the use of funds under Section 32 of the Agricultural Adjustment Act (30 per cent of customs receipts) in disposing of surplus commodities at home and abroad, one avowed purpose being to promote trade abroad;

Sets up a fund to find new uses and new markets for farm commodities; and,

Authorizes the Secretary to file applications on behalf of farmers and farm organizations for lower freight rates.

A senate sub-committee, headed by Senators Pope and McGill, is at present conducting hearings in grain and cotton producing sections to seek the views of producers toward farm legislation. Hearings began in Spokane, Washington, September 30, continued to Boise City, Idaho, thence to Minnesota, Iowa, Kansas, Missouri, Oklahoma, and Illinois. Early advices indicate that the committee's principal objective is to sound out the "grass roots" on the reaction to compulsory control. Most of the meetings will center around the Pope-McGill bill, sponsored by the American Farm Buro Federation. The most important provisions of the proposed new legislation are the devices known as the "ever-normal granary", compulsory control and processing taxes.

**Unworkable Schemes.**—Just as vigorously as I have stood before you and condemned the unsoundness of the Federal Farm Board, I now describe the ever-normal granary plan and processing tax schemes as impractical, unsound, and unworkable. These two theories present every possibility which may develop most serious consequences. They are thoroly unwaranted and uneconomic.

Ever-normal contemplates a similar stabilization effort to that of the Farm Board, and the declaration of policy is almost identical. The history of government wheat loan programs has always resulted in heavy losses, not only in this country but in Canada and elsewhere. And following the failure of these withholding schemes governments have been compelled to step in and take control of accumulated surpluses which in the end resulted in discouragingly low prices to the producers and heavy penalties on the tax-payers.

The granary idea of withholding wheat in farm storage is founded upon an erroneous premise that it would result in the farmer receiving a higher price by carrying part of his crop in farm storage. My contention is supported by virtually every study of the seasonal movement of wheat prices that has ever been

made. Some of these studies show that wheat prices in a period of as much as forty-eight years fluctuated in the extreme only 10 cents between the month of heaviest delivery of wheat as compared with the lightest month.

The highest level of prices prevailed in the harvest months in this study. This year has proved an outstanding example of this fact. Over 100 million bushels of new winter wheat was marketed in the Southwest during July, Kansas City alone receiving half of this amount. During this most rapid movement in our history cash wheat prices bounded up to a high point of \$1.35 $\frac{1}{4}$  a bushel, and the price range was less than 10 cents a bushel for the whole month, whereas today the highest price for cash wheat in Kansas City is around \$1.10 a bushel and receipts are very small. Another example is shown by the trend of the Chicago December wheat price, which during July, this season, reached a high point of \$1.31 $\frac{1}{2}$  and a low of \$1.17, whereas it is selling today virtually at 96 cents. This exemplary record was heralded in the press nationwide as a triumph for the present system of marketing.

During this period of record-breaking receipts of wheat in Kansas City, Robert E. Sterling, editor of the Northwestern Miller, acclaimed this marketing triumph in an editorial, in part, as follows:

"Here, surely, is near-perfection in marketing machinery, made possible only by the availability of virtually unlimited storage and handling facilities, capital, credit, ability, and experience, all supplied by private enterprise animated by the profit motive, which, under free marketing and open competition, exists only in company with the effective service motive. Here, too, is the "ever-normal" as contrasted with the recently devised "ever-political" granary, with every penny of the world wheat value reflected in prices paid to growers, every bushel paid for in cash and carried on bank credit at rates lower than those paid on government bonds, every expense reduced to a minimum by free and open, even ruthless, competition."

Present storage facilities for holding wheat at country points, mill elevators, sub-terminal and terminal markets are entirely adequate. The risk of carrying wheat in these existing facilities is properly protected by grain storage laws, both Federal and State, which makes it possible for the producer, in cases where he wishes to store, to obtain loans thru the regular existing commercial agencies.

Storing of wheat on farms presents difficult problems as to preserving the quality of the grain on account of deterioration from heating and insect infestation.

**Farm Wheat Storage.**—The theory that increased storing of wheat on the farm under this plan would have a favorable effect upon the price structure is based on an erroneous conclusion. The market contemplates the supply of wheat in all positions, and to hold wheat in storage on the farm does not change its significance as it still is a part of the total supply of wheat. It cannot under any scheme be taken out of the market contemplation even though it is earmarked as ever-normal granary. Likely, the plan would have an unfavorable effect upon the general price structure, in view of the fact that it would emphasize and call attention to wheat in farm storage position and make it a



Frank A. Theis, Kansas City, Mo.

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more definite and certain factor, whereas now the farm stocks are not easily or accurately ascertained.

Increased storage on the farms would be no greater insurance against scarcity than storage elsewhere. As a matter of fact, the present system of handling storage of wheat has been developed over a long period of years of gradual evolution to provide for this very exigency. This storage is entirely ample. Present storage is strategically located so as to permit movement into consumptive channels without wasteful transportation. Supplies of wheat are not likely to be so small as to necessitate governmental measures in order to provide for adequate reserves. Certainly wheat is in no better position to feed our people, even should a time of scarcity occur, when it is on the farms than in commercial plants.

These are merely a few of the arguments against the ever-normal granary plan, which in my opinion is entirely unworkable and will bring about a complete unsettlement of our marketing system.

**In the Jones bill the invalidated processing tax bobs up again in a new dress.** Every branch of the grain and grain products industry is vitally concerned in creating increased consumption and constantly striving for new outlets. The direct result of a tax on bread—our best and cheapest food—is to create resentment by the imposition of such levy and bring about sharp decreases in consumption of wheat. A processing tax, therefore, would create additional problems instead of bringing production and consumption closer together.

For the past several years the per capita consumption of flour has shown a marked decline, and experience with the tax applied in 1933 showed not only a greater use of other products but that it also induced a shift in production and increased acreages to corn, and wheat for instance, in the South and East. It would be interesting to know what taxpayers would be forced to pay for the enforcement of such tax, running into scores of millions of dollars.

**Crop Insurance.**—Another bill which will have consideration is the crop insurance bill, which seems fairly certain of early enactment. As written, the Administration crop insurance bill, passed by the Senate and pending on the house calendar, is limited to wheat and sets up a corporation with a capital stock of 100 million dollars subscribed by the United States treasury, but only 20 million dollars is authorized to be appropriated during the fiscal year ending June 30, 1938. It provides for coverage of not more than 75 per cent nor less than 50 per cent of average past yields. The farmer's premium, to be paid in kind if he chooses, would be at a rate to cover only prospective losses; all administrative costs, including handling of wheat, would be borne by the government. For 75 per cent coverage it is estimated by the sponsors that premiums would range from half a bushel to 2½ bushels and for 50 per cent coverage from 0.2 of a bushel to 1.03 bushels. Indemnities for losses would be paid in bushels, either wheat or cash, whichever the farmer prefers. All premiums paid to the government, whether in kind or cash equivalent, would be represented by wheat held in storage at government expense. The quantity of such stored wheat could be reduced only in payment of indemnities, but sales and repurchases for conditioning purposes would be permitted. It is estimated that stocks of from 25 to 100 million bushels might be accumulated by the government. Such stored wheat would be counted in the ever-normal granary, although it would not be subject to disposal at the discretion of the Secretary. It has been stated that as many as 500 field offices, each with a paid secretary, might be set up to administer the law. Should this measure be enacted the various elevator interests have already signified their intention of cooperating with the government in carrying out the storage program on an economical basis.

In addition to the bills I have mentioned, grain and feed men will also feel more or less the legislation directed against business generally, such as the Black-Connery wages and hours bill; the O'Mahoney federal licensing and incorporation bill which contains a provision limiting profits; tax revision with increased income the principal objective; the Wheeler-Lea bill to broaden the investigatory powers of the Federal Trade Commission and to turn over to the Commission absolute control of food and drug advertising; the Wheeler anti-basing point bill to do away with identical delivered prices without regard to transportation costs; the Copeland food and drug bill; and many others.

**Train Limit Bill.**—A bill sponsored by the train service labor organizations, known as the McCarran or "make work" bill, would limit freight trains to seventy cars. It is estimated that the increased operating costs would amount to \$180,000,000 annually and would result in a 10 per cent increase in freight rates. It is also estimated that producers and shippers of grain and grain products would have their freight rates hiked \$20,000,000 annually if such a measure becomes a law. It would have the effect also of diverting more business to itinerant truck-peddlers by giving them that much more advantage over legitimate dealers.

Among the perennials still before Congress are:

The Frazier-Lemke bill setting up a 600 million dollar "Farmers and Consumers Financing Corporation" to engage in buying and selling farm products for the purpose of increasing prices to farmers and reducing prices to consumers by squeezing out the middleman.

The Massingale bill to prohibit the sale of crops for domestic consumption at prices below cost of production, a proposal advocated for years by the National Farmers Union.

The Eigher-McAdoo bill (similar to the billion dollar government corporation scheme sponsored for years by former Senator Brookhart of Iowa) to insure farmers cost of production on domestic sales, to create an over-normal granary of not to exceed 15 per cent of estimated production, and to establish a governmental agency to take over and handle the surplus and ever-normal granary, the operation to be financed by the Reconstruction Finance Corporation and the Export-Import banks. There is also a new one of this same general character, the Gillette-Maverick bill to stabilize prices by government loans of not less than 75 per cent of parity on farm-stored commodities and to establish a 100 million dollar Excess Commodities Corporation to direct marketing of surpluses abroad, coupled with licensing of imports that compete with domestic production.

The great concern of the grain and milling industry is of the possible effect of the new farm bills on the marketing of grain and grain products. If the proposed Agricultural Adjustment Act is enacted, its supplemental features to existing laws will invest our national government with more unrestricted power over agriculture than has ever existed. It is nationalization in the fullest meaning of the word. With the authority established by this Agricultural Adjustment Act the Secretary has unlimited control over production on every farm, marketing machinery, handling, processing and every other phase as it pertains to the five basic commodities incorporated in the bill, that is, wheat, cotton, corn, rice, and tobacco.

**The National Grain Trade Council** has as its principal objective to advocate and defend, consistent with public interest, the principles and merits of open and competitive markets for the distribution of agricultural commodities and to make available a source thru which interested government agencies and Congressional committees may obtain any dependable information they may desire relative to grain marketing and the grain trade.

Administrative authorities in Washington have given us every consideration and we will continue to study and analyze very carefully all of these proposed measures and ask for an opportunity to be heard before the Congressional committees, not to condemn constructive measures, but to offer our experience and knowledge to point out the possible effects of certain phases of proposed legislation, not only upon our business but the farmers' price and the country.

Officers and directors of the Grain & Feed Dealers National Association and the Millers National Federation are giving us wholehearted co-operation in efforts to offer constructive suggestions to law-making bodies and administrative agencies that will safeguard our present efficient and economical grain marketing and processing industry.

There should be better coalition between the trades as to legislation affecting their industries. While the Grain and Feed Dealers' National Assn. is already part of the National Grain Trade Council, I am going to propose that a "Co-ordination Committee" be set up with one member from our National Council and one each from the Millers' National Federation, American Bakers' Assn. and American Feed Manufacturers' Assn. or other national organizations of allied industries.

These trades all interlock and what affects one affects all of us. Such unification of that and counsel, representative of the nation's trades in grain and grain products, I am sure would be welcome to administrative officials in Washington, and of paramount importance and tremendous value to all.

**The Rice Export Ass'n** has filed papers with the Federal Trade Commission under the Export Trade Act (Webb-Pomerene Law) for exporting rice. The association will maintain offices at 1103 Queen and Crescent Building, New Orleans. The Export Trade Act grants exemption from the antitrust laws to an association entered into and solely engaged in export trade, with the provision that there be no restraint of trade within the United States or restraint of the export trade of any domestic competitor, and with the further prohibition of any agreement, understanding, conspiracy or act which shall enhance or depress prices or substantially lessen competition within the United States or otherwise restrain trade therein.

## Secretaries Organize Circle at Dallas Convention

The secretaries of state grain and feed dealers ass'ns met for breakfast Monday morning, Oct. 11, to discuss ass'n problems.

The problem of dealing with firms that sell feeds to farmers and private feeders at the same price they sell to dealers equipped with proper warehousing and distributing facilities was aired with a description of the "honor" system in use by some of the feed ass'ns, and was tabled as a matter more properly placed in control of the individual ass'ns.

Closer contact with the national ass'n was a feature of the discussion, which was carried over to a second breakfast meeting held by the secretaries on Tuesday morning, Oct. 12. Out of this discussion came the creation of an ass'n of secretaries with an agreement to exchange copies of regular bulletins. Under this arrangement each state ass'n sec'y is placed on the mailing list of every other state ass'n in the grain and allied trades.

This tie-up between the state ass'ns for the broader dissemination of information was further strengthened by creation of a Secretaries' Circle, of which J. F. Moyer, sec'y of the Kansas Ass'n was named chairman.

In attendance at the breakfasts were A. H. Meinershagen, sec'y, and F. W. Lipscomb, vice-pres., of the Missouri Grain Dealers & Millers Ass'n; G. E. Blewett, sec'y of the Texas Grain & Feed Dealers Ass'n; Sam Rice, pres. of the Toledo Board of Trade, and W. W. Cummings, sec'y, of the Ohio Grain, Mill & Feed Dealers Ass'n; Ron Kennedy, sec'y, and Jack Westerfield, of the Western Grain & Feed Dealers Ass'n; D. J. Schuh, sec'y, Cincinnati Board of Trade; E. G. Kiburtz, ass't sec'y, Grain & Feed Dealers National Ass'n; J. L. Ross, vice-pres., and J. F. Moyer, sec'y, Kansas Grain, Feed & Seed Dealers Ass'n; George Stites, pres., Nebraska Grain Dealers Ass'n; F. E. Watkins, chairman of the executive committee of the Grain & Feed Dealers National Ass'n; W. E. Culbertson, sec'y, Illinois Grain Dealers Ass'n; O. F. Bast, first vice-pres. of the Grain & Feed Dealers National Ass'n; Floyd Oles, manager Feed Dealers Ass'n of Washington; L. W. Abbott, sec'y Mutual Millers & Feed Dealers Ass'n; Ted Brash, sec'y, Pacific Northwest Grain Dealers Ass'n; Dave Steenberg, sec'y, Central Retail Feed Dealers Ass'n; Fred K. Sale, sec'y, Indiana Grain Dealers Ass'n.

The 2,034 mills reporting to the Bureau of the Census ground 110,072,916 bus. wheat during the three months ending June 30. During the 8 months ending Aug. 31 the mills ground 298,593,391 bus. wheat, against 311,467,673 bus. during the corresponding months of 1936.

**William L. Mueller**, a farmer living near Elgin, says that farmers in his neighborhood last summer got help from Arkansas because local men who ordinarily would have been available were working on WPA jobs. "Instead of lifting shovels the men leaned on them," Mueller says.

**Larger crops** and higher prices create a demand for more money to carry them, and banks' legitimate loans are increasing, while between Sept. 23, 1936, and Sept. 22, 1937, reserve member banks reduced their holdings of U. S. government direct obligations from \$9,377,000,000 to \$7,930,000,000.

**Grain future trading** on the Chicago Board of Trade during the first nine months of 1937 totaled 11,922,000,000 bus., exceeding total business for each of the full years 1936, 1935, and 1934. Trading during the first nine months of 1936 was 7,109,000,000 bus. The total for all of last year was 10,420,000,000 bus. Sales of grain futures in September totaled 940,654,000 bus., according to the Commodity Exchange administration, the smallest since March. The high point for the year was reached in July at 1,836,488,000 bus.

# Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

## ARKANSAS

Paragould, Ark.—The Spillman Milling Co., incorporated, by R. E. Spillman, Minnie Spillman, and Herbert Spain, capital stock, \$2,000.

## CALIFORNIA

Escalon, Cal.—W. E. Straight and associates, San Francisco, are erecting a feed manufacturing plant here.

San Jose, Cal.—Walter L. Chrisman, 65, local fuel and grain dealer, was found dead near Dempsey Road, east of Milpitas, Sept. 28, shot in the head with a shotgun charge. A note left by the deceased, was found in his car, parked near, in which Mr. Chrisman expressed the fear he was losing his mind over illness and business worries.

Garden Grove, Cal.—The Simpson Milling Co. celebrated the formal opening of its new Simpson Feed Mill Sept. 18. The new plant is completely equipped with the latest machinery for cleaning, grinding and mixing all types of dairy, poultry and rabbit feeds. Charles K. Simpson began as a miller of feeds in this community six years ago.

Chino, Cal.—Community Feed & Supply Co. has practically completed construction of its new feed and grain mill. Machinery has been installed, brought here from Pomona where E. J. Phillips of the company had previously purchased the Pomona Grain & Milling Co., which he operated in conjunction with the Community Feed Supply Co. While the new mill has been opened for operation, the office at the front, or east end, remains to be built. The Community Feed & Supply office at Central and D street will not be closed because of the new mill completion, but will be used, instead, as a selling station and storage house. All milling, however, will be done at the new plant.

Petaluma, Cal.—Plans and specifications for the new grain elevators and feed mill of the Poultry Producers, to be erected at a cost of \$250,000 on the former Camm waterfront property have been filed. A government engineer was here recently to look into the project of widening the river above the Washington street bridge to provide better water traffic facilities for the association. The Jones-Hettelsattler Co. has the contract to erect the buildings. The mill building is 63x54 ft., seven stories and basement on piling. The elevator and storage tanks have room for 300,000 bus. and to be equipped to receive in bulk and bags. Electric power will be used thruout the plant. Work on driving the pilings, of which there will be 1,100, has started.

## CANADA

Winnipeg, Man.—John Edward Vernon, 72, former elevator owner and grain buyer in western Canada, died here Oct. 3. He retired a year ago due to ill health.

Port Arthur, Ont.—Fire originating from an electric extension light left lighted too close to screenings in one of two concrete bins at Manitoba Pool elevator No. 2, Sept. 25, damaged the contents of both bins. In order to extinguish the blaze it was necessary to empty the bins on two floor levels.

Fort William, Ont.—In a talk to elevator men here and at Fort Arthur recently L. J. Bishop, fireman inspector of the Ontario fire marshal's office, dealt with dust explosions in elevators. Movie-sound pictures of actual happenings were shown, all pictures being those of cases which have occurred in Ontario.

Winnipeg, Man.—Officers and directors of the Winnipeg Grain & Produce Clearing Association, Ltd., for 1936-37, were re-elected to their respective positions for the ensuing year. W. T. Kerr continues as pres.; G. P. W. Heffelfinger, vice pres.; C. Tilt, sec'y-treas.; Frank O. Fowler, manager; Thomas Brodie, assistant manager.

Winnipeg, Man.—The B. B. Rye Flour Mills, Ltd., which have not operated for a number of years, have been taken over by the Soo Line Mills, Ltd., of Weyburn, Sask., and will begin operating this month. New machinery is being installed for the milling of wheat flour only. The mill will have a handling capacity of approximately 35,000 bus. of wheat annually.

Fort William, Ont.—When a 24-inch water main on the city side of the Kam river blew a plug Sept. 24, a deluge of water rushed down the railway tracks to Paterson's elevator where it flooded the grain unloading pits. Quick action by city repairmen stopped the flow, however, before serious damage resulted, and elevator employes soon had the pit cleared of the water.

## COLORADO

Rocky Ford, Colo.—The elevator and stock of G. A. Blotz (the Blotz Seed & Produce Co.) were damaged by fire of undetermined cause recently.

Grand Valley (R. F. D. 1, Box 56), Col.—I am now located at Grand Valley and am thinking of re-entering the grain, seed and feed business somewhere in this section of the country as soon as I find a suitable location. I was engaged in the grain and seed business at Mercer, Mo.—A. A. Alley.

## ILLINOIS

Graymont, Ill.—A 20-ton 9x34-ft. scale has been installed by the Graymont Co-op. Ass'n.

Rushville, Ill.—A new dump scale has been purchased by the Rushville Farmers Grain & Livestock Co.

Deland, Ill.—The Farmers Elvtr. Co. is building an addition for the handling and storing of soy beans.

Maroa, Ill.—We have just installed a Union Iron Works Truck Lift in our North elevator.—George H. Waller.

Rantoul, Ill.—The Dilsburg Co-op. Grain Co. is equipping its elevator with 14x6 Calumet High Speed Buckets.

Manito, Ill.—Teis Veide has been named manager of the Manito elevator of Norris Grain Co. He succeeds C. Thomas.

La Salle, Ill.—A set of Howell Sectional Steel F. C. S. are being added to the equipment of the Farmers Grain Co.

Ridge Farm, Ill.—The "Cloverleaf" elevator, closed for the past three years, has been torn down, all but the office.—G. H. R.

Mendota, Ill.—We are planning to install a new motor head drive, belt and cups.—Petersburg Elvtr. & Supply Co., H. Holler, manager.

Jacksonville, Ill.—The C. R. Lewis estate has installed a new 15-ton Soweigh Beam Scale at its office, platform 9x22 ft. under awning.—G. H. R.

Decatur, Ill.—Morrisonville Elvtr. Co. has been incorporated by W. Schellabarger, D. H. Schellabarger, John Clark, Jr., to buy and sell grain, soybeans, feed, coal, etc.

Princeville, Ill.—Richard Cox, 72, grain dealer in Princeville for about 40 years, died at his home Sept. 27, following an illness of four weeks. His son, Lionel, who was associated in the grain business with him, is sole survivor.

Seneca, Ill.—The Seneca Farmers Co. is installing a 20-ton Fairbanks Truck Scale and a 20x9-ft. platform. F. J. McCormick is manager.—M. J. Hogan Grain Co.

Westville, Ill.—The only elevator here, and long a landmark, has been torn down. Walter Jackson, of Georgetown, Ill., last operated same about 5 years ago.—G. H. R.

Savage, Ill.—The C. R. Lewis estate has sold its elevator here. Building to be wrecked. J. & H. R. R. has abandoned service here and tracks will shortly be torn up.—G. H. R.

Mendon, Ill.—A. M. Parrack has purchased a Jay Bee Mill and now has two mills in operation. Galen Parrack arrived from Chicago to assist his father and brother, Ross, in the business.

Monmouth, Ill.—Ralph Wells has reopened his soybean plant after a month's closing. Previous to Sept. 9, when the plant was shut, it had been in continuous operation for 321 days.

Olney, Ill.—The Richland Feed & Supply Co., formerly located on Whittle Ave., has moved to a building at the corner of Morgan and Butler streets. Pat Laughton is the manager.—W. B. C.

Laura, Ill.—We have a new elevator of 25,000 bus. capacity. This is a combination elevator and corn crib. We expect a large volume of ear corn this year.—Laura Farmers Co-op. Elvtr. Co.

Tuscola, Ill.—Mr. Carroll, formerly manager at Hudson, has succeeded C. A. Fullerton as manager at the Tuscola Co-op. The Co-ops now operate at Tuscola, Ficklin and Hayes, Ill.—G. H. R.

Franklin, Ill.—W. C. Calhoun, operator of the only elevator here for over 25 years, has rebuilt the driveway of his plant and installed a Kewanee Hoist operated by 3 h.p. motor on same.—G. H. R.

Fairland, Ill.—Zeke Dilworth, who has been manager of the Co-op. Elvtr. Co. here for the past five years, resigned and Delber Warnes assumed charge of the business as his successor September 1.

Seneca, Ill.—The M. J. Hogan Grain Co. has installed a 20-ton Fairbanks Truck Scale and a 24x9-ft. platform. It is building a new corn crib, rebuilding its driveway and installing a new Kewanee Dump.

Brighton, Ill.—The Farmers Cooperative Co. has brought action against the Great American Indemnity Co. and former manager, John H. Hauer, for \$7,986.92 for losses sustained during his term of management.

Culver (p. o. Sweet Water), Ill.—James E. Culver, president of the Farmers Elvtr. Co. ever since its organization, died at his home five miles north of Athens Sept. 19 after suffering for three months from a paralytic stroke.

Manteno, Ill.—Hugh Elliott, for the past three years manager of the Farmers' properties here, resigned Oct. 1. No successor has been named as yet by the board of directors. Mr. Elliott to date has made no other connections.—G. H. R.

Ottawa, Ill.—H. Farley is temporarily in charge of the Norris Grain Co. elevator pending the naming of a successor to the late L. L. Seago of Grand Ridge. He is a veteran employee of the Norris Company and has been with it 25 years.

Carmi, Ill.—J. W. Stills & Son are remodeling the old H. H. Crozier warehouse into a modern elevator. This plant is quite a landmark around Carmi. The new firm intends to make it bigger and better than ever.—J. W. Stills & Son.

Clements (p. o. Woodson), Ill.—The John Flynn elevator, formerly the Clement Farmers, has been reopened this season, under lease to Rees Farmers Elvtr. Co. of Rees Station (p. o. Franklin) for the second year. W. Virgin is manager.—G. H. R.

**More Limestone . . .  
in your Community,  
More Grain . . .  
for your Elevator**  
**LEHIGH STONE CO., Kankakee, Ill.**  
Now "Wholesale Only"

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Rees Station (p. o. Franklin, Ill.—The old unused FM 25-h.p. type "Y" semi-diesel engine of the Rees Farmers Elvtr. Co. has been sold to the estate of C. R. Lewis, Jacksonville, Ill., and will replace the old engine in their elevator at Bates.—G. H. R.

Taylorville, Ill.—Pasquo Podeschi, who recently purchased the Farmers Elvtr. on Webster St., has opened My Feed Co. in that location. W. S. Scott, formerly with the Farmers Grain Co., has been retained by Mr. Podeschi to manage the new business.

Weldon, Ill.—Eight men and a woman are held in De Witt County jail on theft charges in connection with a \$13,000 loss of oats and corn by the Weldon Grain Co. Deputy Sheriff Claude Barrett said that "at least twenty-five other persons were involved."

Dixon, Ill.—Wayne Whitmore, who for the past several years has been employed at the Grimes Elvtr. under David Butler, has resigned his position to go to Chicago to study electrical engineering. Melvin Johnson will take his place at the elevator.

Keithsburg, Ill.—R. A. Newell, of Newell & Dodson, and Mrs. Newell recently celebrated their forty-seventh wedding anniversary. Mr. Newell has been active in grain circles for many years, in the early nineties having had charge of an elevator at Ogle, Ill.

Milford, Ill.—Sanford Cavitt has resigned his position with the Stratton Grain Co., his place being taken by Ervin Bury, formerly of Mason City. Mr. Cavitt had been in charge of the local office for the past nine years. Mr. Bury is also very well known in the community.

Shirley, Ill.—Shirley Farmers Grain and Coal Co. is putting in a new truck lift, changing its north elevator from gasoline to motor power using totally enclosed, fan cooled motors with speed reducers and general repairs to plant. Eikenberry Const. Co. is doing the work.

Quaker (p. o. Ridge Farm), Ill.—Pat J. Breen, owner, of Paris, and the Cleveland Grain Co., lessee, have just completed a new corn-burner at their plant here. Burner has been built standard 40 ft. west of elevator and is 16 ft. dia., 20 ft. high, with 12 in. spout.—G. H. R.

Murrayville, Ill.—Cade & Smith, who last year acquired the half interest formerly held by the E. C. Lewis estate of Jacksonville, have just finished the covering of their cupola with composition paper and plan re-conditioning of the sheller and cleaner before the big corn movement.—G. H. R.

Buckley, Ill.—We are building a new office between our two elevators and are installing a new Fairbanks 20-ton Scale. We are also rebuilding elevator driveways to hold larger loads. We expect the new location of office to be more convenient.—Buckley Farmers Grain Co., H. E. Morgan, mgr.

Alexander, Ill.—W. A. Kinnett, owner and operator of the east elevator here, recently acquired the west elevator from Mrs. Emma Lewis, of Jacksonville, Ill. Mr. Kinnett has moved headquarters to the west elevator and plans some very extensive improvements to same before the year is over.—G. H. R.

Beason, Ill.—The Farmers Grain Co. will install a new 20-ton truck scale on its newly acquired property recently purchased, the closed First National Bank building and property adjoining, and will move its headquarters there. The bank building will be used as an office and the other as a storeroom for feeds.

Fairbury, Ill.—Farmers Grain Co. is making improvements at its plant consisting of replacing its present open type motors with latest improved totally enclosed fan cooled motor with speed reducers, raising cupola 16 ft., putting in a new truck lift and rebuilding the legs. The work is being done by Eikenberry Const. Co.

Winchester, Ill.—The termination of operation under Section 77 B of the Federal Bankruptcy Act by the Winchester Farmers Elvtr. & Mer. Co., with H. Wade as manager, is expected Oct. 21. It is thought the property will be sold to satisfy creditors, and that the old company will not be re-organized as planned.—G. H. R.

Charlotte, Ill.—Joseph B. Grottevant passed away at state hospital in Manteno Sept. 15, where he had been confined because of afflictions due to advanced age. He is remembered by the older generation in the grain trade, having bought grain for the Middle Division Elvtr. Co. for many years in the late 90's and early years of 1900.

Bushnell, Ill.—We are enlarging our corn (ear) dump, replacing a dump scale with a solid driveway and arranging our driveway so as to dump all trucks and wagons with an electric hoist. This will speed up the handling of ear corn and make our elevator much more efficient.—Bushnell Grain & Feed Co., S. R. McClinick, Mgr.

Wilton (Manhattan p. o.), Ill.—The Andres-Wilton Farmers' have just installed a new 20-t beam scale, with platform 9x24 ft. under awning at this point. A new roller-bearing boot has been installed in the east house, also a new manlift. An addition has been added to the coaledash, east, 40x14x14/12 ft., creating two new bins.—G. H. R.

Brooklyn, Ill.—Charles Curtis of Macomb is preparing to operate the old water-power mill on Cooked Creek. Grinding will be limited to stock feeds and corn meal. The old stone and log dam still stands as does the old water mill, but construction of a new water chute and some minor repairs will be necessary before operations can be started.

Meredosia, Ill.—With a bumper corn crop, practically assured in his territory, A. B. Chrisman, of the A. B. Chrisman Grain Co., is installing a new roller-bearing Constant No. 17 cylinder sheller, replacing the old one, and will operate same with a G-E 20-h.p. motor, 8-sheave transmission. A new 20-ton Sowegh Beam-Scale has been installed in the office, platform 9x34-in. A new furnace is also planned for the basement of the office. Elevator was painted this summer. With the opening of the new bridge over the Illinois River at this point, (route 104) a new and fertile section to the west has been made available to this elevator, running the annual business to well over 500,000 bushels.—G. H. R.

Minonk, Ill.—Joseph A. King, 60, prominent manager of the Terminal Grain Co., passed away Sept. 20 terminating 5 weeks' illness caused by a carbuncle on the back of his neck. In 1906 he entered the grain business in Atlanta, remaining there for 25 years. Two years ago he moved to Minonk, where he had since been employed with the Terminal company.

Bates, Ill.—The Central Illinois Grain Co., of Ashland, Ill., has re-leased this elevator for the second year, from the C. R. Lewis estate. Plans are for the replacing of the old F-M 25-h.p. N-P engine, with a new 25-h.p. F-M semi-diesel type engine, before the coming corn crop moves. The company's own elevator here is in much need of repairs, and therefore closed.—G. H. R.

Bluffs, Ill.—With ear-corn already being received at their elevator, direct from the field, the "Bluffs Farmers" are completing some much needed repairs to their elevator and crib. Sheller has been re-built. New 48-ft. drag has been installed, connecting ear-corn-crib with elevator pit. New floor and sills, driveway thru crib. Man-lift is to be installed. Elevator was painted this summer.—G. H. R.

Waukegan, Ill.—P. R. Simmons & Son, operated by R. E. Simmons, are breaking ground west of the flour and feed warehouse, at 20 East Water street, for a new feed warehouse building to be 30x46x59x12 ft. (irregular shape) one-story with flat composition roof, concrete foundation. Office will be moved into this section and an oil heater installed. This new addition will relieve the congestion of the old frame warehouse. Work will be completed about Nov. 15.—G. H. R.

Chenoa, Ill.—Boughton & Harlan have sold their grain and coal business to the Chenoa Grain Co., recently incorporated, the latter taking possession Oct. 1. J. A. Harrison, of Pontiac, is resident manager of the new company; other members are T. A. Hamman, of Arcola; his son, V. T. Hamman, of Sullivan; and Charles A. Stout, Moweaqua. Mr. Boughton had been in business here for the past 18 years, becoming manager and part owner of the Boughton & Harlan firm in 1919. He and his family will move to Watseka.

Delavan, Ill.—The Farmers Elvtr. Co., Federal North Iowa Grain Co., lessee, has started the construction of a new feed warehouse, north of its office at elevator. The building is to be 70x44x10 ft., one-story frame, metal clad, with peaked composition roof, concrete ribbed foundation, wooden floor, open finish. The building is to have 2x4-in. cribbed walls, with 3-ft. platform on south side, full length. During the slight lull recently, a new composition roof was placed on the old Culbertson No. 3 elevator here, and both elevators at Holmes and Brownwood, Ill., have been re-nailed and painted. Manager Bishop operates line for lessee.—G. H. R.

Cairo, Ill.—Just completed for Samuel Hastings Co., by Eikenberry Const. Co., adjacent to the company's concrete elevator, is a new 10,000-bu. frame, iron-clad ear corn receiving elevator, with 6 bins, a 12-ft. driveway, and a big ear corn elevating leg with 8x16-inch buckets on a 17-inch rubber-covered leg belt carried on anti-friction bearings and driven by a 10-h.p. motor. In the driveway is a 500-bu. grain receiving sink and a overhead truck lift. Boosting ear-corn into the boot is a shaker feeder. "Beginning about Oct. 15," says Mr. Hastings, "truck-loads of ear corn keep us busy 24 hours a day. The new plant protects us in case of a sheller failure."

East Peoria, Ill.—Bankruptcy proceedings were initiated against the East Peoria Elvtr. Co. Sept. 29 by Robert Clark, Charles W. LaPorte, William O. Fritze and the Jefferson Trust & Savings Bank. They proposed a reorganization of the company which they charged had not met its obligations for the past seven years and had become insolvent on Aug. 3, 1937. Mr. Fritze presented claims of \$80,000 on a defaulted note, while Mr. LaPorte and Mr. Clark tendered claims of \$6,000 each on defaulted notes. The bank holds a judgment of \$5,389.17. The petition charged that the elevator had defaulted in payments due the Peoria Investment Co. on a \$50,000 mortgage due Jan. 1, 1933. The company has assets listed at \$170,000 while the total indebtedness stands at \$190,000. The company has outstanding \$61,200 preferred stock and \$90,000 common stock. The plant and equipment is mortgaged for \$155,000.

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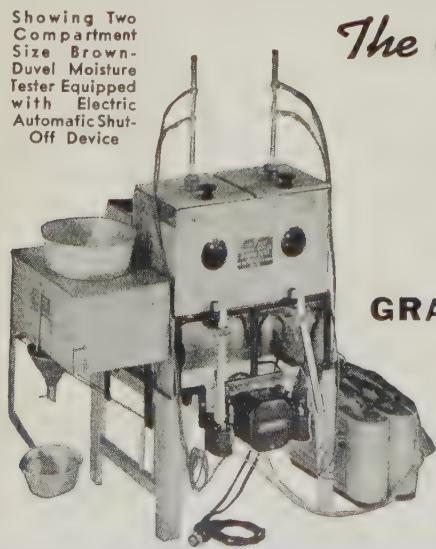
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Tuscola, Ill.—The Douglas County Grain Co., a new firm, has succeeded the Collins Grain Co. J. E. Collins, who has managed the firm bearing his name since the company's establishment several years ago, retires from the management and Clark A. Fullerton, who becomes a member of the new firm, will have charge of the company's elevators here and at Hayes. Oscar A. Collins, son of J. E. Collins, who has had charge of the company's elevator at Galton, will continue in this relation with the new firm. The company owns two modern elevators here, two at Hayes and one at Galton. These elevators have a combined storage capacity of 300,000 bus. of grain. For the past five years the Collins Grain Co. has been associated with the Cleveland Grain Co. of Cleveland, O., handling transit grain. The new firm will continue this association and in addition will carry on a general grain merchandising business. Mr. Collins, who is retiring from management, has been in the grain business here for more than 40 years. Mr. Fullerton is also well known in local grain circles.

#### CHICAGO NOTES

The firm of Harris, Blauner & Perry has been dissolved.

Membership certificates on the Chicago Board of Trade, with transfers, are now \$4,250.

The membership of Edward J. Flannery in the Board of Trade has been posted for transfer to Frederick L. Ryner.

Transfers of memberships on the Board of Trade were consummated at \$4,200, Oct. 5, a decline of \$50 from a week previous.

Samuel H. Kirby, sec'y and treas. of Kirby Bros., Inc., dealers in hay and feed, died Oct. 8. Mr. Kirby was a member of the Chicago Board of Trade.

The following Board of Trade memberships have been posted for transfer: Membership of James Esden to John W. Broderick; membership of the late A. C. Beane by his estate to Frank E. Beane, Ill.

A general inquiry into the September corn deal will be made by a special com'ite, the appointment of which has been voted by the Directors of the Board of Trade. The Board ordered all outstanding contracts settled at \$1.10 1/2 per bushel, under the emergency rule, No. 251.

Counsel for Cargill, Inc., argued before Judge Fisher Oct. 1 that the court dismiss the suit for \$100,000 by Daniel F. Rice & Co. for delay in delivery of oats on July contracts. The Illinois law provides a penalty of 1 cent per bushel per day. Judge Fisher allowed counsel two weeks in which to file briefs.

Opening the 6th annual fall series of monthly meetings of the Chicago chapter of the society of grain elevator superintendents Oct. 5, Pres. Gilbert P. Lane said, "A month ago everyone was up to his neck in onrushing grain. Now, everyone's boss is riding him to keep expenses down." Henry P. W. Keir said: "We are living in a day of organization. I can readily sense the fact no industry can long exist without it, for it makes us more proficient in handling the problems coming up every day. Something new is constantly bobbing up, and this chapter furnishes the needed vehicle for discussions, questions and answers. Problems that would otherwise stretch to the breaking point the ingenuity of the man in charge of solving such problems alone." Jack Waterbury of the Stratton Grain Co.'s Santa Fe Elvtr., was elected pres. of the Chapter for the ensuing year.

Three new directors were elected at the annual two-day meeting of the Farmers Natl. Grain Corp. Sept. 22-23; four were re-elected. New directors are Joe Phillips, May, Okla.; Frank Arn, Indianapolis, Ind., elected to represent the Oklahoma Grain Growers Ass'n, and the Indiana Grain Producers, Inc. They succeed Lyle H. Hague and B. B. Benner. W. C. Moore, Denver, Colo., was named to represent the Colorado Grain Growers, Inc., of which he is pres. William C. Horn of Fostoria, O., was elected by the directors to continue as pres., which office he assumed several months ago on the resignation of C. E. Huff. H. C. Peterson of Chappell, Neb., was named vice-pres.; Eugene Curtis, Champaign, Ill., was elected sec'y, and William C. Engel was reappointed general manager.

Board of Trade memberships posted for transfer include the membership of Michael J. Meehan of New York City to William M. Meehan of the same city; the membership of Eugene Blauner for transfer to Matthew C. Gaffney; the membership of Edward D. Shumway of the Quaker Oats Co. to John R. Murray. Mr. Blauner was admitted to membership in 1933; Mr. Shumway has been a member since 1909. Memberships sold follow: George A. Wheeler, Jr.; Estate of Joseph A. Henebry; Howard E. St. John; Claude A. Malden; George L. Neybert; Estate of John J. Hardy; Estate of Edwin J. Stubbs; Estate of William Stevenson; Estate of William C. Atkins; William L. Shellabarger. Admitted to membership were Lorenzo D. da Ponte, Chicago; Maurice Simmons, M. Simmons & Co., Shanghai, China; Mortimer W. Loewi, Schatzkin, Loewi & Co., New York City; Geo. H. Spencer, pres. Consolidated Elvtr. Co., Duluth, Minn.; Edw. E. Gates, Jr., Indianapolis, Ind.; Elmer W. Reed, vice-pres. the Shellabarger Mill & Elvtr. Co., Salina, Kan.

#### INDIANA

Pierceton, Ind.—Safecrackers obtained \$100 at the Pierceton Elvtr. Co. Tuesday night, Sept. 28.

Newport, Ind.—The Newport Grain Co. has installed a McMillin electric Wagon and Truck Dump.

Ray, Ind.—Kouts Elvtr. Co. has recently installed new electric truck hoist and feed mixer.—L.

Saratoga, Ind.—The Morrison-Teagarden Co. has just installed a new corn cracker and grader.—L.

Paoli, Ind.—The Paoli Feed Store has been opened on North Gospel street by William Karl Kibler.—W. B. C.

Ossian, Ind.—The Ben Levy Grain Co. is iron-cladding its elevator and installing an overhead dump hoist.

Hanna, Ind.—The Hanna Lumber & Grain Co. is equipping all cupola bearings with Timken roller bearings.—L.

Monroe, Ind.—The Burke Elvtr. Co. has recently replaced its old hammer mill with a new mill and feeder.—Leif.

Simpson (p. o. Huntington), Ind.—The Simpson Grain Co. elevator is near completion and is now receiving grain.—L.

Williamsport, Ind.—F. S. Davis, owner of the grain elevator at West Newell, is ill at St. Elizabeth hospital, Danville, Ill.

Ft. Branch, Ind.—Asa L. Williams, age 56, formerly operator of a grain elevator here, died Sept. 29 following a paralytic stroke.—H. H. H.

Winchester, Ind.—Improvements recently made at Goodrich Bros. Co. include a No. 50 Blue Streak Hammer Mill with magnetic separator.

Cynthiana, Ind.—A new corn crib is being built at the Nunn Elvtr. here. Power and machinery will all be ball bearing drive.—H. H. H.

Valparaiso, Ind.—Brown Supply Co. has purchased the former Jenson Bros. elevator. The property will be reconditioned before operating.—L.

Rensselaer, Ind.—Lee Carl, formerly of the Farmers Elvtr. at Remington, has taken a position in the office of the W. C. Babcock Grain Co.

Mt. Vernon, Ind.—The Farmers Elvtr., Oral Erwin, manager, has launched a program of enlargement of facilities to handle the large corn crop. A new conveyor and sheller are being installed.—W. B. C.

La Fontaine, Ind.—Russel Bane has succeeded Jim Bob Grant at the Farmers Elvtr. Co. plant here. Mr. Grant has taken a managerial position at Brook.

Martinsville, Ind.—A. O. Carter, owner of the Carter Feed Store, will move his business to another location and will sell his poultry and feed equipment.

Danville, Ind.—The Hendricks County Farmers Ass'n is making rapid progress in the building of a soy bean mill project in connection with its other activities.

Columbus (R. R. 1), Ind.—I am out of the grain business. My elevator burned down in 1927 and my address is Columbus. I have quit handling grain.—M. A. Holder.

Corunna, Ind.—Chester and Howard Bard have installed a new McCormick-Deering 4-cylinder engine in the elevator here. The engine has tex rope drive to lineshaft.—L.

Napoleon, Ind.—Napoleon Feed Mill has installed a wheat cleaner to clean seed wheat and grasses; we have also installed a 1/2-ton mixer.—Earl R. Behlmer, Napoleon Feed Mill.

Indianapolis, Ind.—The Private Truck Owners of Indiana, Inc., are planning a test suit against the new weight tax law applying to all commercial motor vehicles, effective Jan. 1.

New Harmony, Ind.—Corn elevator machinery has been installed at the Couch mill, in readiness to handle the new crop. The new flour mill is expected to begin operations Nov. 1.

Evansville, Ind.—The E. H. Morris Elvtr. Co.'s 50,000-bu. elevator has been sold to the Mount Vernon Milling Co., raising the storing capacity of the mill from 200,000 to 250,000 bus.

Leiters Ford, Ind.—We have leased the Tiosa elevator from John R. Starr of Winamac. John F. Merkert is backing me. We are handling feed, seed, fertilizer, coal, tile, grain and grinding.—Gresham F. Lough.

Paoli, Ind.—An eighty-year-old mill at Young's Creek belonging to the estate of the late J. W. Patterson was sold to Ray Hobson. The mill will be dismantled and another building erected on its site.—W. B. C.

Shelbyville, Ind.—Boggstown Grain & Supply Co., Inc., has filed an amendment changing capital stock from 120 shares of \$100 par value to 120 shares no par value and decreasing the number of directors from five to four.

Jackson (p. o. Clinton), Ind.—Clair Bouse has recently been placed in charge of G. G. Davis' elevator. He was formerly employed by the same firm at Goldsmith and the present position is an advancement for him.

Brazil, Ind.—Richard Harlan Griffith, 67 years old, active in the state Farm Bureau for many years and widely known among the farmers and grain men of this section, died at his home near Lewis, Ind., recently.—W. B. C.

Fulton, Ind.—Work is progressing rapidly on the remodeling being done at the Mayer Grain Elvtr. No grinding can be done yet as the grinding room has undergone complete changes. The grinding room will be rewired for electricity.

Ambia, Ind.—The Ambia Grain Co. held its annual stockholders' meeting and election of officers Sept. 11. Directors elected were P. C. Elkins, John Gerlach, Jacob Altpeter, John Leuck, Roy Brougher, Earl Stormer and Norman Bessie. John Grogan is manager.

Thornhope (p. o. Oak), Ind.—Cecil Le Roy Bugby, 49, and son, Charles, 27, recently paroled from state institutions, where they served sentences for burglary, were arrested Oct. 1 on charges of alleged theft at a grain elevator here on the night the Cass County elevator was robbed.—L.

Holton, Ind.—Mr. and Mrs. Roy Daugherty of Dabney have purchased the C. F. White & Son elevator and feed exchange. The new firm will be known as Roy's Feed Store instead of the Farmers' Feed Exch. Several improvements are contemplated. The company will do custom grinding and carry a full line of feeds.

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Selvin, Ind.—George W. Tucker, aged 63, owner and operator of the Selvin grist mill, was found dead of an apoplectic stroke in his mill Sept. 29.

Decatur, Ind.—The Central Soya Co. has recently completed the third addition to its storage for soybeans, making its total capacity now 1,500,000 bus.

Kokomo, Ind.—A district meeting of the Northeastern Indiana Hay and Grain Dealers Ass'n was held Oct. 12 at Courtland Hotel. Other group meetings will be arranged in the near future. Get your local group together and hold a meeting at a suitable time and place.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

Poseyville, Ind.—Wayne Price, manager of the Posey County Farm Buro Co-op. Ass'n, which operates stores in Poseyville, Mt. Vernon and Cynthiana, has rejected an offer to become supervisor of the co-op. associations in southern Indiana and will continue as head of the Posey association with headquarters in Poseyville.—W. B. C.

Nora (p. o. Indianapolis, R. F. D. 14), Ind.—Myron Dawson, owner of the Nora Grain & Coal Co., has installed grinding and mixing equipment in his feed store and is making his own feeds. He owns the building in which his store is located, which is splendidly located in the business section.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

Walton, Ind.—Initial work toward rebuilding the Walton Elvtr. Co.'s elevator structure was started the last of September. It is hoped to have the structure completed in record time to take care of fall and winter business. The original elevator was destroyed by fire in August. Decision to rebuild was reported in a previous edition of the Journals.

Ft. Wayne, Ind.—A large and particularly interesting group meeting of grain, hay and seed dealers and their wives was held at a dinner meeting at Anthony Hotel, Ft. Wayne, Tuesday evening, Oct. 5. Over 100 were present and a great deal of good was derived from the discussions of the handling of the new corn and soybean crops, which will soon be moving in volume. C. C. Barnes, of Winchester, pres. of Indiana Grain Dealers Ass'n, spoke. The meeting was sponsored by the Northeastern Indiana Hay & Grain Dealers Ass'n. Officers were elected for the ensuing year consisting of A. E. Hull, South Whitley, pres.; Ray L. Mossburg, Warren, vice pres.; and C. G. Egly, Ft. Wayne, re-elected sec'y. Officers will be installed at the ass'n's Jan. meeting.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

Indianapolis, Ind.—The Indiana Supreme Court has denied a rehearing on its previous decision which held that the state is empowered to collect gross income tax on income from interstate sales of grain, etc. This case is generally known as the J. D. Adams Mfg. Co. case, and the final decision on which will affect the grain trade very definitely. It has been announced that an appeal to the Indiana Supreme Court ruling will be immediately started and such an action has been undertaken by the Indiana Manufacturers Ass'n, with the support of many other state trade ass'n's. Let me repeat what I have previously stated in a previous bulletin. The division has issued regulations which not only require that receipts from interstate sales must be reported on the regular quarterly Gross Income Tax returns, but also that supplemental returns must be immediately filed on these interstate transactions dating back to the time the law became effective. Unless these returns are made, the division has indicated that the taxpayer will not be relieved of the penalty charge for non-payment of the tax, together with interest on the amounts involved, should the U. S. Supreme Court hold that these transactions are subject to the state levying a tax on the same. I very urgently suggest that returns be filed immediately.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

## IOWA

Ute, Ia.—The Berne Elvtr. is being repaired at the present time.—Berne Elvtr.

Aurelia, Ia.—O. W. Albright has purchased the feed business of Edwin McCurdy.

Sioux Center, Ia.—Vander Berg elevator has installed a new barley cleaner and grader.

Whiting, Ia.—The Farmers Elvtr. Co. is constructing a new frame office building.—A. T.

Dallas Center, Ia.—The Farmers Co-op. Elvtr. Co. has built a corn crib with overhead bins.

Ledyard, Ia.—Howell sectional steel dump grates are being installed by William Garry.

Goldfield, Ia.—Thieves blew the safe at the elevator here Sept. 26, but got nothing of value.

Iowa City, Ia.—The Miller Flour & Feed Co. has completed a new 28x65-ft. concrete warehouse.

Davenport, Ia.—Ralston Purina Co. employees enjoyed a picnic outing Sept. 25 at Little's Grove.

Whittemore, Ia.—The Whittemore Elvtr. Co. is installing Howell Sectional Steel Dump Grates.

Lena (p. o. Gowrie), Ia.—The Clark Brown Grain Co. has installed a new lift and electric power.

Sioux City, Ia.—The Kerr Milling Co. recently remodeled its building and installed new machinery.

Sioux City, Ia.—The Kerr Milling Co. is now operating here with a capacity of 400 bbls. daily.—A. G. T.

Blencoe, Ia.—Burr Comfort has taken a position as operator of one of the Blencoe Farmers Elvtr. Co. elevators.

Quimby, Ia.—The Simp森 Soybean Processing plant has been practically completed, costing in excess of \$20,000.

Conrad, Ia.—The Farmers Grain Co. is installing a Bender Worm Gear type overhead electric lift in its driveway.

Hayfield, Ia.—Carpenters are busy tearing off the siding on the elevator and replacing it with corrugated metal strips.

Modale, Ia.—The Farmers Elvtr. Co. has installed a Bender Worm Gear type overhead electric lift in its new elevator.

Turin, Ia.—William R. Hime, formerly employed at the Blencoe Farmers Elvtr. Co., is new manager of the Turin Elvtr. Co.

Clare, Ia.—The Farmers Elvtr. Co. has let contract to Geo. Todd Const. Co. for an office 22x26 ft. and a 20-ton Fairbanks Scale.

Carroll, Ia.—Elevator managers and officers of the Farmers Grain Dealers Ass'n of Iowa held a district meeting at the Burke hotel Sept. 23.

Olaf (R. D. Belmond), Ia.—The Farmers Elvtr. Co. covered their elevator with galvanized iron including all roofs and office, also did some inside work.

Williams, Ia.—C. E. Beall is building a 6,000-bus. corn crib across from the Beall elevator here. The crib, built chiefly of cement, is virtually fireproof.

Marshalltown, Ia.—Burglars broke into and ransacked the office and elevator of the Kessler Grain Co. the night of Sept. 24, but failed to obtain anything of value.

Hardy, Ia.—Coonie Roelfsma is manager of the local elevator of the Davenport Elvtr. Co. He was formerly employed at the J. C. Schissel Sons elevator at Lakota.

Onawa, Ia.—The I. C. Elvtr. Co. is building a new corn crib capable of housing many thousand bus., just east of its elevator site in anticipation of the corn harvest.

Stratford, Ia.—Mr. and Mrs. Paul Erickson are settled in their new home here, having moved here from Des Moines. Mr. Erickson recently resigned his position with the Iowa Livestock Marketing Corp. to accept one with the Mississippi Valley Grain & Feed Co., of Muscatine.

Fenton, Ia.—Fred Mortensen was elected assistant manager of the Farmers' Elvtr. Co. at a meeting of the board of directors recently. He takes the place of Walter Neilson.

Buckeye, Ia.—H. M. Sielaff was re-elected to his 27th year as manager of the Farmers Elvtr. Co.'s elevator recently. W. O. Letton was re-elected as assistant manager.—A. T.

Malvern, Ia.—Extensive improvements are being completed on the Good elevator grounds new office, ear corn crib and truck scales being added as well as other repair work done.

Gruver, Ia.—Checks stolen recently from Paul Graves Grain Co. have started to show up. Of the fifteen stolen twelve have turned up made payable to three different persons.—A. G. T.

Bristow, Ia.—Carl Schrage, who has operated the grain elevator and coal business here for 11 years, sold his business to Bert Pooley of Greene. Mr. Pooley took possession Oct. 1.

Story City, Ia.—The Williams Grain Co. has just installed a steel boot tank, a Western Roller Bearing Boot, new dump sink and reset their scales. Geo. Todd Const. Co. did the work.

Whiting, Ia.—The South Side Elvtr. Co. is renailing and replacing siding on its office building. When completed it will also be painted. Carl Streeter is the manager.—A. T.

Rudd, Ia.—The Federal North Iowa Grain Co. will erect a new office building. Robert Pace is local manager of the company. The T. E. Ibberson Construction Co. is in charge of the work.

Bradford, Ia.—Leo Huska has been appointed manager of the Farmers Elvtr. Co. (Iowa Falls) plant here. He takes the place of William Bottke, who was transferred to Iowa Falls.—A. T.

Fremont, Ia.—Thieves broke into the H. E. McBurney elevator office recently and got approximately \$10.00 for their trouble. Entrance was gained by breaking a glass in office door.—A. T.

Humboldt, Ia.—Harry Locke received a broken nose and cracked vertebra when he fell 17 ft. from the top of the elevator at the Dakota City mill into a bin at the side of the elevator recently.

Dewar, Ia.—A small fire started in the starting switch box of the Roy Freed elevator recently but was put out with a small amount of damage. The elevator was recently covered with sheet iron.—A. T.

Iowa Falls, Ia.—Honeymead Products Co., Inc., of Cedar Rapids has opened a branch warehouse to distribute its products in this territory. Howard Thompson is the local manager.—Art Torkelson.

Thor, Ia.—Thieves blew the safe in the Farmers Elvtr. Co. office recently, and while nothing of value was taken, the interior of the office was badly damaged and several windows were blown out. T. S. Rogdo is manager.—A. T.

Lorah (mail Exira), Ia.—Laurence Hansen, of Exira, has purchased the elevators here. He is building new cribs to take care of the large amount of corn he has contracted for. Mr. Hansen also operates elevators at Adair and Exira.

Paulina, Ia.—As a result of the careful and efficient management of George Rohwer, the Farmers Co-op. Grain & Supply Co. for 1936 has made a net gain of \$25,913, compared with an average annual net profit of \$2,000 for the five preceding years.

Iowa Falls, Ia.—William Bottke, former manager of the Farmers Co-op. Elvtr. Co.'s unit at Bradford, Ia., for more than 13 years, is the new general manager of the company with his headquarters here. He replaced C. C. Green, who resigned.—A. T.

West Bend, Ia.—The Farmers Elvtr. Co. has completely overhauled its elevator including Steel boot tank, Western Roller Bearing Boot, new leg and belt, Strong Scott head drive and a Jacobson Hammer Mill. The work was done by Geo. Todd Const. Co.

Royal, Ia.—The scale beam tipped 8-lb. 10 oz. when a baby boy arrived at Hugh D. Hale's (Dow, Hale & Lerigo) Sept. 30. Father and mother doing very well at last reports and the hefty youngster expects to help his Dad around the elevator this fall.—A. T.

Blencoe, Ia.—John Hendricks, formerly employed by the Blencoe Farmers Elvtr. Co. as an operator, has been promoted to the position of bookkeeper and clerk, made vacant by the recent resignation of William R. Hime, who is now manager of the Turin Elvtr. Co.

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Lohrville, Ia.—Elmer and Frank Milligan of Jefferson, who purchased the ruins of the Des Moines elevator, are erecting a new elevator of equal value and size of the one destroyed, at the same location. H. Bales, former manager, will continue in that capacity at the new plant.

Lohrville, Ia.—James Shan of Shell Rock, has taken possession of the feed mill he recently purchased of E. S. Fyler, of Charles City. The mill had been operated since June by L. S. Fyler of Shell Rock, a brother of the owner. As previously reported, the Fylers have enlarged the mill during the summer and installed a new feed mixer.

Iowa Falls, Ia.—The Farmers Co-op. Elvtr. Co. is constructing a cement block corn crib on its grounds here. The crib will have a capacity of 8,000 bus. of ear corn and will have an elevator for lifting the corn or emptying the crib. The cost will be about \$3,000. C. J. Kelsay is pres. of the board of directors of the elevator company.

Audubon, Ia.—Allin Detwiler and Ted Rasmussen have purchased the Audubon Milling Co. from R. W. Cockshoot of Atlantic, and have reopened the mill with Ray Bamsey as manager. The mill, formerly operated by E. L. Enarson, has been idle for about a year. The new owners will not manufacture flour, but will handle feeds and do grinding.

Allendorf, Ia.—We have built new coal sheds, 20x72 ft., concrete slab; installed new Strong-Scott Dump in west elevator, also new cleaning machinery, and have painted both of our grain elevators with aluminum white paint; have also painted red the new composition roofs of our concrete elevator, feed house and coal sheds.—Farmers Co-op Elvtr. Co.

Jefferson, Ia.—Honeymead Products Co. of Cedar Rapids, Ia., has opened a new distributing point here. The local plant will be headquarters for Greene, Carroll, Sac, Calhoun, Webster, Hamilton, Boone, Dallas, Guthrie and Audubon counties. H. E. Jamison is manager of the local warehouse, which is located in the building near the C. & N. W. tracks, known as the old Seed House.

Jewell, Ia.—The Jewell Farmers Elvtr. Co. has completed an extensive improvement project, chief of which included a new office building and installation of a new and larger So-weigh Truck Scale, the latter 34 ft. long. The office building is 34x24 ft. and built of matted-faced hollow blocks with fireproof shingles and all steel window frames. A basement runs under both office structure and adjoining scale.

Aurora, Ia.—Harold Swartz was the victim of a so-called "lucky" accident Sept. 21. He was standing on top of the feed mill at the Gibson Elvtr. crushing unhusked corn, when the set screw holding the pulley to the shaft caught his overall leg. Reaching quickly, he grasped an overhead rafter, pulled his body up, allowing the machine to rip the overalls from his body as he swung his legs up out of danger.

Monona, Ia.—Work on the elevator for the Monona Farmers Co-op. Comm. Co. has started. There will be three units in the construction, the elevator proper 20x70 ft., 40 ft. high with a capacity of 30,000 bus.; a scale shed 14x50 ft., and a one-story warehouse 24x43 ft. It is to be covered with sheet iron and is expected to have been completed by the latter part of December. Dan Schneider is the contractor.

Dike, Ia.—The Farmers Co-op. Elvtr. Co. plant was totally destroyed by fire Oct. 8. Loss was estimated around \$17,000 which included about 12,000 bus. of oats and about 200 bus. of other grain which was in plant at the time. Loss covered by insurance. Plans are to rebuild. Peter Greenfield is the manager. This was the only elevator here, the A. E. Froning elevator having burned 5 years ago and was never rebuilt.—A.T.

Cherokee, Ia.—The old Sjostrom Produce building has been extensively remodeled recently by the Steele interests, plans to do so having been published previously by the Journals. It has been gone over from basement to roof, is of fireproof construction and has adequate light and ventilation facilities. The four-story building now houses new and modern milling machinery which will process feed for this section of the country. It will be operated by the Allison Feed Milling Co. A railroad siding running directly in front of the loading platform offers easy access to car loading.

Des Moines, Ia.—The specific case of an elevator operator receiving a share of a crop owned by an out-of-state landlord has been submitted to the Iowa Attorney General for ruling on whether the elevator man must withhold 5% of all payments over \$1,500 as state income tax. The Attorney General has held that since the elevator man has control of paying in excess of \$1,500 to a non-resident, he is a withholding agent under the law.

Atlantic, Ia.—A grand jury indictment for embezzlement of more than \$5,000 and the uttering of a forged instrument was returned Oct. 6 against E. J. McDermott, former Purina Feed Co. dealer. He is alleged to have taken payments for Purina feed, ranging from \$35 to \$500 and totaling more than \$5,000, and failing to turn it in to the company. Fred R. Brown, Purina salesman, is charged with a forgery count in information filed against him.

Clarkesville, Ia.—C. C. Green, Sr., and C. C. Green, Jr., both of Iowa Falls, have purchased the Potgeter Grain Co. elevator and equipment, and have formed a new firm to be known as C. C. Green & Son, taking possession Oct. 7. Both are experienced in this line of work, Mr. Green, Sr., having been manager of the Farmers Co-op. Elvtr. Co. in Iowa Falls for the past 17 years, which position he just recently resigned. His son has been associated with him in the work. They will move their families here in the near future.

Council Bluffs, Ia.—Three officers of the Georgie Porgie Cereal Co. and their attorney were sentenced to the county jail Oct. 4 by District Judge John P. Tinley on charges of contempt of court. Attorney William J. Clark drew a sentence of 60 days in jail and a \$200 fine; R. D. Savage, pres. of the concern, L. R. McFarline and David H. Gaquette, directors of the company, 15 days each and \$100 fines. The Georgie Porgie Co., after running the gamut of the district, federal and state supreme courts, was definitely in the hands of J. A. Williams, receiver, Oct. 6.

Lake Park, Ia.—The retrial of the criminal action of the State v. G. V. Ward of Kingsley on the charge of obtaining grain under false pretenses is being heard this month in the Dickinson county district court. This is an action wherein Ward, a trucker, purchased a quantity of grain from the Farmers Elvtr. Co. for resale to farmers. The controversy is over the payment of the grain. The elevator employees claim it was to have been paid for by check and that Ward wrote a check but failed to leave it. Ward claims he paid by cash. Ward was indicted by the February grand jury. His first trial ran over two days in April, when the jury was out 26 hours and reported its members were unable to agree and was dismissed. Reports are the jury stood 10 to 2 for conviction thruout its deliberations.

## KANSAS

Harper, Kan.—The Imperial Flour Mills Co. sustained damage to electrical equipment recently.

Arkansas City, Kan.—Rector Bros. Feed & Seed Store has purchased a new Jay Bee feed grinder to be used as a portable unit mounted on a 1½-ton truck.

Severance, Kan.—W. H. Swim, owner and operator of the local elevator, passed away about a month ago.

Columbus, Kan.—The Farmers Union Co-op. Co. has installed a Western sheller and cleaner furnished by the White Star Co.

Sylvan Grove, Kan.—We are contemplating installing a new air lift before another crop is marketed.—Farmers Co-op. Elvtr. Co.

Holton, Kan.—Homer Humphrey has purchased the interest of his brother, Otis Humphrey, in the D. & L. Elvtr. Co. The name has been changed to the Rock Island Elvtr. Co. Lewis Carnahan will remain actively in charge of the elevator.

Hutchinson, Kan.—Julius Augustus Weidenbach, age 80, for many years grain buyer for the Commander-Larabee Flour Mills Co., died at his home in Wichita Oct. 1, after a three months' illness. He retired from grain buying three years ago.

Girard, Kan.—We are building a new feed mill and warehouse. The structure is being erected between the elevator and the office, completely filling the space. It will be ready for operation about Nov. 1.—The Crawford County Farmers Union Co-op. Ass'n.

Johnson, Kan.—Clarence G. Vosburgh passed away Sept. 19 at Albuquerque, N. M. Mr. Vosburgh, associated with his brother, Ed, was a prominent elevator operator in Western Kansas since 1928, having elevators at Sayre, Johnson, Big Bow, Lewis, Centerview and Hopewell.

Bronson, Kan.—Edgar Wright and "Cum" Clemens of the Bronson Grain Co., have completely wrecked their old elevator and are erecting a modern 9,000-bu. plant, the foundation and frame of which have already been completed.—Uniontown Grain & Lumber Co., Uniontown.

Wichita, Kan.—The annual Columbus Day Golf Tournament of members of the Wichita Board of Trade and their friends was played at Crestview Country Club this year. Chairman of the committee, W. W. Wallis reported there was a good turnout and that the competition was keen.

Wichita, Kan.—Fire of undetermined origin which caught in the hay storage of the Razook Bros. Feed Mill Sept. 27, did \$10,000 damage to the mill and stock. A quantity of feed including 60 tons of baled hay was destroyed. Nimer Razook, head of the firm, said repairs would be made at once and business resumed.

Delphos, Kan.—The Delphos Milling Co. has awarded the contract to Chalmers & Borton of Hutchinson, for immediate construction of a 30,000-bu. short studded frame, ironclad elevator. The elevator will be 29x32x16 ft. with 12x32x18 ft. cupola and will have 13 bins. Equipment will include a 10 bu. Richardson automatic scale. Ehrsam overhead truck lift with 5 h.p. motor, Ehrsam combined head drive and backstop. A 3,000-bu. leg will be installed using 10x6 in. Calumet cups spaced at 10 in. centers on a 5-ply 32 oz. elevator belt. A suction cleaner will be installed at the head using a 15 h.p. Fairbanks Morse motor to drive both the leg and cleaner. The driveway and work floor will be of concrete. No frame work of this building will be closer than 2 ft. from the ground.

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Sylvan Grove, Kan.—Before another crop is marketed we will have improved our handling facilities with the installation of new pneumatic truck dump.—Cross Grain Co.

Kansas City, Kan.—The Puramco Corp. has started construction of a new mill and warehouse. The building will be frame inside with metal siding and roof. It will be 60x120 ft. and will cost, including equipment, about \$50,000.

Dodge City, Kan.—We are glad to report the following additions to our membership list since our last bulletin, and welcome them into this association: Decker Grain Co., Concordia; Co-op. Grain Ass'n, Green; Clay Center Grain Co., Clay Center; Far. Co-op. Grain and L. S. Ass'n, Talmage; Ellsworth Co. Far. Co-op. Un., Ellsworth; Jones Grain Co., Lucas; Far. Co-op. Elvtr. Ass'n, Bennington; Far. Un. Co-op. Ass'n, Clifton; C. E. Bray, Miltonvale; Far. Un. Elvtr. Co., Lebanon; Ira Barnette Elvtr., Otego; C. W. Bradshaw, Kackley; Norway Elvtr. Co., Norway; The Agenda Co-op. Busi. Ass'n, Agenda; Kiger Grain Co., Washington; Wm. Rogge & Son, Muscotah; Far. Un. Busi. Ass'n Elvtr., Centralia; J. L. Mason, Beattie; Far.

Un. Co-op. Ass'n, Beattie; Roy Lewis Elvtr., Home City; Herkimer Co-op. Busi. Ass'n, Herkimer; Far. Un. Co-op. Busi. Ass'n, Axtell; Eudora Mills, Eudora; S. R. Zook Grain Co., De Soto; Chas. E. Miller, Tonganoxie; Rock Creek Elvtr., Rock Creek; P. K. Devereaux, Purcell; W. H. Hilt, Bern; Far. Co-op. Ass'n, Morrill; Chapman Mills, Chapman; Brown-Burton Grain Co., Manhattan; M. M. Hanagan, Ogden; White City Grain Co., White City; Hammer Coal & Grain Co., Council Grove; H. W. Clayton (Grain and Feed), Dunlap; Harveyville Grange Co-op. B. Ass'n, Harveyville; Far. Co-op. Co., Ottawa; Fessenden Grain Co., Hillsdale; Great Bend Seed & Produce Co., Great Bend; W. H. Morrison Gr. & Oil Co., Stockton; Far. Un. Elvtr., Stockton; A. G. Kats (seeds), Long Island; Far. Un. Co-op. Elvtr. & S. A., Kirwin; Otte & McMillan Grain, Downs; Anderson Elvtr., Lyons; Morgenstern-Pyle Elvtr. Co., Salina; Central Kansas M. & Elvtr. Co., Lyons; Hutchinson Feed & Seed Co., Hutchinson; Barton County Hatchery, Great Bend; Williams Bros. Grain Co., Elmo; Grotz Prod. House (feed and seed), Beloit; Byers Co-op. Exch., Byers; Dodge City Co-op. Exch., Dodge City; E. E. Shirciff Grain Co., Hutchinson; The Bartelds Seed Co., Lawrence; The Bowersock Mills & Pow. Co., Lawrence; The Wolf Milling Co., Ellinwood; Linn Co-op. Exch., Linn.—Kansas Grain, Feed & Seed Dealers Ass'n, J. F. Moyer, sec'y.

Walkersville, Md.—Windstorm damages were sustained by Glade Valley Milling Co. recently.

Littlestown, Md.—Elmer King has purchased a mill here. He recently sold his milling plant at Union Mills, Md.

## MICHIGAN

Horton, Mich.—Eddyson's Grain & Lumber Co. are successors to Eddy & Son.

Breckenridge, Mich.—The J. B. Crawford plant sustained damages in a windstorm Sept. 14.

Orono (p. o. Reed City), Mich.—McClintock & Co. recently sustained losses by windstorm.

Milburg (R. Sta. Benton Harbor), Mich.—Milburg Growers Exch. reported damages recently sustained in a windstorm.

Clinton, Mich.—The new 40,000-bu. grain storage bin at the Atlas Mill is rapidly nearing completion. H. P. Hoyt is owner and operator of the mill.

Utica, Mich.—Utica Milling Co. has installed a new No. 2 Forester Hammer Mill to be set up with other grinders in its feed mill.—Utica Milling Co.

Jackson, Mich.—H. W. Wert, manager of the Bancroft Elvtr. Co. at Bancroft, Mich., for the past year and one half, has accepted a position with McLaughlin, Ward & Co.

Coral, Mich.—Clyde Petersen, who managed the Coral elevator for several years, has leased the plant and reopened it for business. The elevator had been closed for several weeks.

Owosso, Mich.—A voluntary petition in bankruptcy has been filed in U. S. district court at Bay City by Michigan Growers, Inc. The petition lists liabilities of \$16,536.94, with assets of \$6,565.28.

Battle Creek, Mich.—Eugene H. McKay, formerly with the Kellogg Co., has bought of the Chilson estate the factory building south of the Kalamazoo river bridge, and will use the building as a laboratory in experimenting with cereal food products.

Detroit, Mich.—We take pleasure in announcing our entry into the grain trade and in advising that our operations will be in charge of Mr. Berend J. Burns, Sr., who until recently was associated with the Hiram Walker & Sons Grain Corp., Ltd.—International Grain Corp. of Delaware.

Lowell, Mich.—Work on the King Feed Mill, which has been under way for the past three months following damage caused earlier by the washout which carried away the flume, has been completed. The plant is thoroly modern and in better condition for business than ever before, according to W. C. Doyle.

Kalamazoo, Mich.—C. C. Huston has sold the feed mill he established in 1918 to "Mike" Clapp, who has been identified with the business for the past six years. Mr. Clapp will conduct the business under his own name. The mill not only manufactures its own products, but acts as a buying and selling agent for a group of Michigan grain elevators.

## MINNESOTA

Pipestone, Minn.—A new 15-ton scale is being installed for B. F. Veach & Son.

Hinckley, Minn.—The Hinckley Co-op. Creamery will handle feeds in the future.

Tracy, Minn.—The Farmers Co-op. Elvtr. has installed a new large capacity grain cleaner.

Alden, Minn.—H. Louis Johnson has resigned his position as manager of the Morin Mills.

Currie, Minn.—Howell sectional steel dump grates are being added to the equipment of Theo. Paal's elevator.

Sauk Centre, Minn.—C. E. Perkins has sold his seed and feed store to Harry Knapp, who took immediate possession.

Windom, Minn.—A. H. Warren has leased the basement of the Crane building and will open a hatchery and poultry feeds business.

Ruthton, Minn.—The Farmers' Co-op. Ass'n has installed a new huller. The new mill is a 30-inch burr powered by two 40-h. p. motors.

Stewartville, Minn.—The Farmers Elvtr. Co. is equipping its main receiving leg with a new 15-in., 5-ply Atlas rubber covered elevator belt.

Ogilvie, Minn.—A new feed mixing machine has been installed in the Ogilvie Feed Mill, which is operated by Henry Niemann and son, Douglas.

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## KENTUCKY

Nolin, Ky.—The Nolin Milling Co., operating a 100-bbl. flour mill and a 40,000-bu. elevator, has painted its plant and made many other minor repairs.

Elizabethtown, Ky.—The Cecilian Milling Co. recently purchased the Hardin County Supply Co. and is in charge of the latter place since Oct. 1, handling seeds, meal and flour. The company is owned by Cooper Bros.

Elizabethtown, Ky.—The Glendale grain elevator, a large concrete structure, is being torn down. It was sold recently by W. W. Carden to Greensburg purchasers, who are dismantling it to get the steel from the building. The concrete will be used on roads.

Owensboro, Ky.—The 36,000-bu. concrete addition to the storage of the Owensboro Milling Co. has been completed. The addition consisted of four circular 18-ft. dia. bins and two interstice bins. The contract was handled by the Polk, Genung, Polk Co. W. J. Simpson is manager of the milling company.

Elizabethtown, Ky.—The Bowling Green Milling Co. has taken charge of the Elizabethtown Milling Co. building and is engaged in a general milling business. During the recent wheat season this company purchased 65,000 bus. of wheat in Hardin and adjoining counties, which is stored in the elevator at the building.

Tompkinsville, Ky.—The Bedford water power grist mill, one of the oldest continuous business concerns here, passed into the hands of Hagan, Landrum, Cook & Co. recently. The mill was built in 1866 by John Evans, has changed hands about seven times in its history, and with the exception of the past four months, has been in operation for 71 years.

Louisville, Ky.—Charles Strater, 81, former grain dealer and tobacco company head, died at his home in Rye, N. Y., Sept. 25. A native of Evansville, Ind., Mr. Strater began working in his uncle's grain elevator here in 1870. With two brothers he formed the Strater Bros. Grain Co. in 1880 and ten years later they organized the Strater Bros. Tobacco Co.

Auburn, Ky.—A 40,000-bu. concrete grain storage, consisting of four circular and one interstice bin, is being erected for the Auburn Mills. The foundation and tunnel work has been completed and work begun on the walls. The construction work is being done by the Polk, Genung, Polk Co. R. T. Scott is sec'y-treas. and manager of Auburn Mills.

Bardstown, Ky.—Four concrete bins, each with a capacity of 5,000 bus. of wheat, have been recently completed for the Bardstown Mills, of which C. E. Keith is proprietor. The bins are 45 ft. high and have a receiving capacity of 1,000 bus. of wheat per hour. The receiving room at the top of the elevators is 16x20 ft. and houses a receiving separator. This is the first grain elevator to be built in Nelson County.

Heron Lake, Minn.—The Farmers Co-op. Elvtr. Co. went into the harvest business with its elevators, warehouses and coal sheds all newly painted.

Lake Park, Minn.—The old Wangenstein potato warehouse is being remodeled into a feed mill which will be operated by the Farmers Co-op. Elvtr. Co.

Montevideo, Minn.—The Equity Elvtr. Co. observed its 25th anniversary at the annual organization meeting held Oct. 4. J. H. Hay, former deputy commissioner of Agriculture, was the guest speaker.

Westbrook, Minn.—Erick Brandt is building a new, modern office building for his elevator. The old building has been torn down and the new one of tile blocks is being constructed in the same location.

Waseca, Minn.—Herman Peterson, who for the past nine years has been manager of the local branch of the Russell-Miller Milling Co., has resigned to take over the management of Peterson Sales Co.

Litchfield, Minn.—The Farmers Elvtr. Co. has been incorporated, with 2,500 shares par value at \$10 each. Incorporators are Thos. Robert, John E. Theberg, Gust Danielson of this place, and others.

Cannon Falls, Minn.—A new Fairbanks, type S Grain Dump Scale with a 20-ton capacity, has been installed at the Cannon Falls Farmers Elvtr. Co. The scale is 28 feet long and is equipped with a type registering beam.

Duluth, Minn.—On Oct. 18, members of the Duluth Board of Trade will vote on an amendment to the rules, adding to the existing rule a paragraph prohibiting trading in the current future during the last three days of the month.—F. G. C.

Fergus Falls, Minn.—Ben A. Jaenisch, owner of the Big Ben Feed Co. and a director of Northwest Retail Feed Ass'n, was seriously injured in a truck and auto accident southeast of here Sept. 21 which necessitated the amputation of his left arm.

St. Paul, Minn.—Harry S. Bauer, manager of the brokerage firm of Thomson & McKinnon, reported to police, Sept. 25, the disappearance of Richard Matsche, 19, a messenger for the company, with \$8,700 in cash and checks he was taking to a bank.

Benson, Minn.—Bert Jenson moved his family here from New Hampton, Ia., the latter part of September. Mr. Jenson sold his grinding mill in New Hampton in August and leased the Farmers Exchange elevator here as previously reported by the Journals.

Sauk Centre, Minn.—A new combination hammer mill and corn crusher is being installed in the Central Minnesota Milling Co. plant. Frank Pangburn is manager of the company. Other improvements in the plant include the resurfacing of the roof with tar.

Duluth, Minn.—Choice heavy cash supplies are in demand but the light weight and lower types of grain show a let up. Premiums on fancy milling durum wheat have advanced, as very little of this wheat is coming forward to market for the moment.—F. G. C.

Roseau, Minn.—By installing another seed cleaner in their seed house, H. C. Habstritt & Sons have doubled the capacity of their plant for cleaning grass seed and seed grain. The new mill is a duplicate of the one that has been in use and is electrically operated.

Dawson, Minn.—Members of the Western Grainmen's Ass'n held a special meeting Sept. 21 at which time it was moved that a formal complaint be laid with the Railroad & Warehouse Commission petitioning the removal of the switching charge and the establishment of an intrastate proportional rate between Minneapolis and Duluth. The Ass'n also went on record as opposing the increase from \$2.25 to \$2.70 ressigning charge now levied east of Chicago. W. W. Brookings, extension agronomist with the University farm at St. Paul, was present and spoke briefly. In advocating the planting of Thatcher wheat to the exclusion of other varieties, he met with dissenting opinions from many members. The date of the annual election was changed from June of each year, when the annual picnic is held, to the regular meeting in May, and the by-laws were clarified to the extent that only managers of farmers elevators, owners of independent elevators, line house agents and second men and others actually engaged in the country grain trade are qualified to hold office and vote in the ass'n.

Ellendale, Minn.—The Farmers Milling and Elvtr. Co., Inc., has been recently incorporated to deal in grain. Capital stock, 400 shares common and 1,600 shares preferred stock. Incorporators: L. L. Druley, Minneapolis; A. W. Ballweber, Waldorf, Minn., and Albert Berg.

Duluth, Minn.—Grain receipts, domestic, from Aug. 1 to Oct. 9, this year, totaled 35,990,287 bus., against only 9,842,441 bus. in the same period last year. Imports this year so far total only 1,349,939 bus., mainly Argentine corn. Last year imports reached 9,879,169 bus.—F. G. C.

Buffalo Lake, Minn.—Adolph Abraham, formerly employed at the Franklin Mill, has taken over the management of the Farmers Co-op. Feed Mill, succeeding Art Krueger. Rudy Wittius, formerly of Glencoe, is second man in the mill. The elevator recently installed a Bender Worm Gear Type overhead lift in its driveway.

Farwell, Minn.—The elevator in Farwell which was purchased last June by I. W. Misensol, has been completely remodeled and rebuilt. He has installed a new mill for grinding feed and a new full Diesel Engine. He also has installed a new Fairbanks Scale. Frank Kullander, formerly of Kensington, is the grain buyer at the elevator.

Hinckley, Minn.—M. J. Widdes & Sons, of Duluth, have leased the Farmers Feed Store from the Rypkema families, and took possession Oct. 1. Howard Sikkink, who has been in charge of the business here since Riemer Rypkema became ill, and was associated with Mr. Rypkema before that for some time, will be associated in the management of the business as usual.

Traverse (p. o. St. Peter), Minn.—A contract for erection of a new elevator for the Farmers Elvtr. Co. was awarded to V. M. Cweber of Aberdeen, S. D. The elevator will cost approximately \$12,000 and will have a capacity of approximately 24,000 bus. Work is expected to start early in October and to be complete the middle of November or the first of December. G. A. Johnson is sec'y of the board of directors.

Sumter, Minn.—The Pacific Grain Co. elevator was destroyed by fire. Loss in buildings, grain and coal was estimated to be about \$20,000. The Pacific company will begin rebuilding just as soon as the debris of the destroyed elevator is cleared away after insurance matters have been adjusted. Several thousand dollars had been spent recently in repainting and repairing the ill-fated structure, and new motors had been installed. R. L. Rodeck is manager.

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# The GRAIN DEALERS JOURNAL

## NEBRASKA

### MINNEAPOLIS LETTER

O. A. Larson, 71, veteran member of the state grain inspection dept., died Oct. 5.

Charles J. Phelan of Bowman, N. D., pres. of the Western Lumber & Grain Co., has purchased a membership in the Chamber of Commerce.

The Pillsbury Flour Mills Co.'s warehouse damaged, Sept. 16, by water from the sprinkler system. The loss was estimated to be from \$10,000 to \$15,000.

Fire Sept. 29 destroyed the large Delmar elevator No. 1 of the Archer-Daniels-Midland Co., which was used as a receiving elevator for flaxseed and soybeans and other grains. The loss is estimated to be from \$240,000 to \$570,000. The Archer-Daniels-Midland Co. writes: "The structure, made of wood and covered with sheet iron, was destroyed by the blaze. Very little damage was done to the surrounding property. We are fully covered with insurance, both on buildings and contents thereof. The fire did not affect the operation of our linseed plant."

Since the expiration of daylight saving schedule on Sept. 27, the Chamber of Commerce of Minneapolis opens and closes one hour later than during the summer months, opening at 9:30 a. m. and closing at 1:15 p. m. except on Saturday when the close is 12 noon, Central Standard Time. In accordance with the above change radio broadcasts over WCCO will give current quotations at 10, 11, 12 and 1 o'clock and the close at 2:15 p. m. except that on Saturday the noon prices will be omitted and close given at 12:35 p. m. Station KDLR will give the market at 10, 11 and 12 noon with the close at 1:55 p. m.

### MISSOURI

St. Louis, Mo.—The St. Louis Grain Club held a dinner and outing at the Norwood Country Club Tuesday afternoon and evening, Sept. 28.

Lamar, Mo.—The Lamar Milling Co. has built a molasses room to hold 15,000 gals., enlarging its plant to provide a feed milling service for an expanded territory and to handle molasses. A new store room has also been built and an electric sack sewing machine installed.

St. Louis, Mo.—Fire of undetermined origin swept thru the two-story brick building occupied by the Grain Products Corp. Sept. 17. Damage estimated at about \$6,000. About 8,000 lbs. of wheat, a stock of manufactured cereals and machinery for making cereals were in the burned building.

Higginsville, Mo.—New members recently enrolled in the Missouri Grain Dealers & Millers Ass'n are W. C. Weisser, Hawk Point; Fayette Co-op. Mill & Elvtr. Co., Fayette; Prairie Milling Co., Montgomery City; Nebel's Buying Station, Wellsville; McClure & Wyatt, Jonesburg; S. R. Yantis Milling Co., Fulton, Mo.—A. H. Meinershagen, sec'y.

Alexandria, Mo.—S. E. Sharp, who formerly operated an elevator at Warsaw, recently purchased the William Sage elevator, which he has now opened for business after extensive remodeling. A new Superior Scale was installed. This elevator has a capacity of 16,000 bus. and grain will be shipped via the C. B. & Q. railroad. The Warsaw elevator was torn down early this spring.

St. Louis, Mo.—A total of \$200,000 in the form of stock and cash was distributed in bonuses to employees of Ralston Purina Co. here Oct. 1. The aggregate was equal to 4 per cent extra wage compensation to all employees who had been in the company's continuous service for the past 12 months. The company also paid an extra dividend on the common stock of 37 1/2 a share, as well as the regular quarterly payments on the common and preferred stock.

### KANSAS CITY LETTER

Frank W. Luther, 44 years old, weighmaster for the Mid-Continent Grain Co., was painfully burned in a dust explosion at the elevator Sept. 11. James T. Monroe, night watchman, had noticed smoke near an elevator leg and reported the fact to Luther. The latter, finding the leg hot, attempted to open it with a screw driver. The explosion followed. Damage was slight, a few hundred bushels of grain being damaged by smoke and water. Luther was taken to hospital, burned about face, hands and legs.

Alliance, Neb.—George Neuswanger sustained damage to his electrical equipment recently.

Mitchell, Neb.—While not entirely completed, the new bean elevator here started operations last week.

Walton, Neb.—Habbe L. Aden, 71, local grain dealer, died at the home of his brother, Amos, Lincoln, Neb.

Arlington, Neb.—A. G. Mansfield has moved his feed store to a new location which he recently bought.

Elmwood, Neb.—The Farmers Union Co-op. Co.'s elevator has been given a new coat of aluminum paint.

Ord, Neb.—The Farmers Grain & Supply Co. elevator recently widened its driveway to accommodate large trucks.

Cozad, Neb.—Peter Jensen, 66, died suddenly Sept. 6. Mr. Jensen was associated with the Farmers Elvtr. Co. for some time.

Nebraska City, Neb.—The Farmers Elvtr. Co. has recently installed a Bender Worm Gear type overhead electric lift in its elevator.

Bloomington, Neb.—The old mill building west of town, built more than 50 years ago by T. K. Hansbury, has been sold to an Osborn, Kan., man.

Emerson, Neb.—John Moseman, 69, died at his home here Sept. 21. He had operated elevators and lumber yards at Emerson, Thurston, Wisner and Pender.

Central City, Neb.—Spontaneous combustion was declared the cause of a blaze in one of the coal bins at the T. B. Hord Grain Co. early the morning of Sept. 11. Damage was slight.

Julian, Neb.—Edward Stukenholtz, living northwest of here, has purchased the old Sage elevator and is taking it down for salvage purposes. The elevator has not been used for several years.

Barnston, Neb.—V. L. Malicky, 75, well-to-do grain merchant, ended his life by hurling himself beneath the wheels of a six-ton transport in Denver Sept. 29. Illness is believed to have been the cause.

Wisner, Neb.—A. J. West, 77, died Aug. 29, in an Omaha hospital. He had established a grain, coal and livestock business in Wisner with his brother, F. N. West, in 1888. He is survived by four children.

Exeter, Neb.—Manager A. Zocholl of the Mc-Niel Grain Co. has installed a new and improved type of feed grinder of larger capacity for custom grinding. The new grinder has a capacity of 200 bus. an hour.

Verdon, Neb.—A spectacular fire destroyed the Verdon elevator, adjacent coal yards, a carload of wheat and two carloads of railroad ties early Oct. 5. Falls City Grain & Coal Co. is owner. Cause of fire unknown.

Uehling, Neb.—The elevator here was recently razed as no longer profitable, and the lumber moved to Walthill and used in the construction of the interior floor, walls and partitions of the new Holmquist elevator.

Benson, Neb.—David N. Burroughs, Omaha, lost his suit for \$25,000 damages from the Stoltenberg Elvtr. Co. in court Oct. 6. He sought that amount for injuries suffered Nov. 24, 1934, when he fell six feet down a shaft at the elevator.

Omaha, Neb.—The department advises Nebraskans who trade with peddlers to make a note of the black number on the yellow plate of the truck for identification purposes in case anything goes wrong with the trade. Other states where efforts to pass such a law failed are writing in for information in regard to our law. It is a good law and we should be active in enforcing it this year when there will again be a lot of trucking grain into drouth districts.—Nebraska Grain Dealers Ass'n, J. N. Campbell, sec'y.

**Scoular-Bishop Grain Co.**  
**GRAIN MERCHANTS**  
**KANSAS CITY      SUPERIOR      OMAHA**

Odell, Neb.—Voluntarily presenting himself at the door of the Gage county jail, William Pressnell, former manager of the O. A. Cooper Grain elevator, has spent several days locked up, with no charges against him. Pressnell asked the sheriff to hold him until auditors completed checking alleged irregularities in his accounts.

Magnet, Neb.—Have completed installing new belt, new Calumet Cup, distributor and loading spout, and have increased our elevating capacity from 1,000 bus. to 3,000 bus. per hour. Work done by Van Ness Const. Co. The capacity of our elevator is 50,000 bus. and located on M. & O. railroad.—A. C. Troutman, manager, Crowell Elvtr. Co.

Walthill, Neb.—The new annex to the Holmquist elevator has been practically completed, only a few minor details remaining to be finished. The elevator capacity has been increased 22,000 bus. by this latest improvement, more than doubling its former total capacity. A new heavy scale has also been installed. William Winget is manager.

Ord, Neb.—The Jones Livestock & Grain Co.'s elevator will install a new truck scale, taking the place of the wagon scales so long used. The company has moved its warehouse from the Union Pacific trackage to a point directly south of its elevator. The office building is to be moved to the same location and then all buildings will be given a new coat of paint.

Fairbury, Neb.—New equipment was installed at the Fairbury Mills Co. recently by which ground alfalfa can be unloaded from railroad cars, utilizing the blower on the grinder, and taking the finely ground, almost powder-fine alfalfa out of the car by suction. This will represent quite a saving compared with the expense of shipping in baled alfalfa and grinding it here.

Elm Creek, Neb.—The Western Alfalfa Meal Co. is seriously considering a large expansion program for this winter in order to be ready early in the spring for the first alfalfa crop. The company may not confine its operations to Elm Creek because it wishes to handle a much larger acreage. It has been unable to meet the demand for its product, hence the decision to enlarge its facilities.

Omaha, Neb.—The annual convention of the Nebraska Grain Dealers Ass'n will be held at the Fontenelle hotel Thursday, Oct. 28. The new pres. of the National organization and Sec'y Bowden of St. Louis will be on the program, as will also Harry D. Clark, chief inspector of Omaha Grain Exchange. The latter will give valuable data on the phases of work involved in grain grading. Chester L. Weeks of St. Joseph, Mo., chairman of Trucking Competition Com'ite of the Grain & Feed Dealers Natl. Ass'n, will bring to the convention the report he made at the Dallas National convention.

### NEW ENGLAND

Burlington, Vt.—A 100x40-ft. frame warehouse has been built by the A. D. Pease Grain Co.

Springfield, Mass.—New England Grain Dealers Co-op. Ass'n entertained at a banquet in the Highland Hotel recently. Paul Ives, editor of "Cackle and Crow," was one of the speakers.

Portland, Me.—The New England Grain Co. sustained losses in a fire Sept. 29, which attacked adjoining property. Principal loss to the company was between 200 and 300 tons of grain which were completely ruined by water.

### NEW YORK

West Galway (p. o. Hagman), N. Y.—Fire of unknown origin destroyed the West Galway grist mill Sept. 12.

Attica, N. Y.—The Attica Feed & Supply Co. is now occupying its new quarters, having completed remodeling work.

New York, N. Y.—Strong sponsorship is gathering behind moves to open a peanut market on the New York Produce Exchange.

Wilson, N. Y.—The 300-bbl. plant of the Central Milling Co. has been purchased by J. W. Swan, who is making many improvements.

New York, N. Y.—Charles Cohen, 59, president of the New York Feed & Grain Co., which he organized 25 years ago, died at his home, Sept. 17, after an illness of two weeks.

Buffalo, N. Y.—An explosion of dust shortly before 9 p. m., Oct. 8, blew off the roof and several upper floors of the elevator operated by the Eastern States Farmers Exchange, injuring three men and doing damage estimated at \$5,000.

Buffalo, N. Y.—Charles C. Durst, superintendent of the Monarch and Seneca Grain elevators, died Sept. 17 after an illness of two months. A native of Mohawk, N. Y., he worked in elevators at Rotterdam before coming to Buffalo 40 years ago.—G. E. T.

Buffalo, N. Y.—William C. Gambrow, 46, electrician, was found dead in a lift stalled between the 4th and 5th floors in the Great Western Elvtr. Oct. 9. His skull was fractured and he had apparently been struck on the head by the overhead door of the lift suddenly descending upon him.

Buffalo, N. Y.—Elston C. Copeland, new manager of the Checkerboard Elvtr. Co., has made application for a license on the Corn Exchange of Buffalo. He was formerly connected with Ralston Purina Co., at Circleville, O., and St. Louis, Mo., and succeeded with Checkerboard Anger Armstrong, now grain buyer with Hiram Walker Distilling Co., Walkerville, Ont.

New York, N. Y.—New York Produce Exchange has elected the following to regular memberships: John J. Kruse of Axel Hansen & Co., Inc., and George St. Maur Mills of the Overseas Supply & Marine Corp. Following were elected to associate membership: David Edward Newman; James Dougan Norris of the Norris Grain Co., and James Daniel Stetson.

## NORTH DAKOTA

Wing, N. D.—L. L. Zimmer has taken over the management of the Monarch elevator.

Sarles, N. D.—L. J. Ellensen has accepted a position as agent of the Cargill Elvtr. Co.

Stanley, N. D.—Burr Brownell is manager of the elevator here which recently reopened.

Edgeley, N. D.—Work has been started on the erecting of a feed mill for the Occident Elvtr. Co.

Marion, N. D.—The Powers Elvtr. Co. has opened its elevator with John R. Montgomery in charge.

Devils Lake, N. D.—Ed Ravenberg, 60, grain buyer for the Farmers Mill and Elvtr. Co. since 1920, died on Sept. 20.

Hillsboro, N. D.—Wheeler Smith has built a feed mill here and has installed a grinder and mixing equipment. He will enlarge the plant later.

Sharon, N. D.—Tom Snortland, grain buyer for twenty years, has resigned his position with the Cargill, Inc., elevator. Goodwin Thompson has been appointed to fill the vacancy.

Dahlen, N. D.—The Farmers Elvtr. Co. is bringing its receiving facilities up-to-date with the installation of new 12-inch, 5-ply, Atlas rubber covered belting and 11x6 Calumet High Speed Cups.

Chaseley, N. D.—The elevator formerly owned by the Farmers National Grain Corp. has been sold by the F. C. A. to O. J. Lundby, elevator owner at Sykestown. Halyard A. Rystad has been made manager.

Jamestown, N. D.—The Jamestown Grain Co. has built a feed plant, equipped for complete grinding and mixing service. The elevator has also been rebuilt and new cleaning machinery installed. R. F. Boehm is manager.

Aneta, N. D.—The Farmers Co-op. Elvtr. Co. is installing a new leg equipped with Howell Boot and Head, Atlas rubber covered elevator belt and Calumet High Speed Cups. A new Howell distributing system will replace the old one.

Finley, N. D.—Burglars tried, without success, to force the big safe at the Farmers Elvtr. here Sept. 9. The lock was badly damaged and it was necessary for Manager Petersen to get a safe expert from Fargo to open the safe.

Fargo, N. D.—A. A. Lee, 64, one of the founders of the North Dakota Farmers Grain Dealers Ass'n, died at his home Sept. 29. During the greater part of his life Mr. Lee was interested in the grain trade and managed elevators for 21 years. He organized the North Dakota Farmers Elvtr. Managers Ass'n and was its first president.

Stanley, N. D.—Manager Lundquist of the Farmers elevator has installed a burglar alarm and special electric wiring system with which he will greet with shocks the next burglars who force entrance into the plant. The place has been burglarized several times recently.

Jamestown, N. D.—The North Dakota Farmers Grain Dealers Ass'n admitted to membership during September the following: Schuler Elvtr., Munich, N. D.; H. E. Rupp, Munich, N. D.; Farmers Union Co-op. Elvtr., Eldridge, N. D., and Farmers Union Co-op. Elvtr., Wimbleton, N. D.

Lansford, N. D.—The National-Atlas Elvtr. Co. recently purchased the elevator on the Soo line and moved to the new location. The elevator formerly operated by the company on the Great Northern tracks was closed, the grain being transferred to the new location. The newly acquired elevator will be remodeled and improved within the coming months.

Minot, N. D.—Albert A. Robinson, aged 72 years, died of apoplexy Sept. 15. He started in the grain business in 1881, in an elevator at Clark, S. D., owned by his father. In 1893 he had his own elevator in Cavalier, N. D. In addition to this, he conducted a grain mixing business in Duluth until 1904, when, disposing of these interests, he organized the Robinson Elvtr. Co., buying a line of country elevators. In 1905 he purchased the Frank Roach elevator here and organized the A. A. Robinson Elvtr. Co., which operated a line of 14 elevators and of which company he was pres. He was a stockholder in the Surrey Farmers Grain Ass'n and in the Logan Farmers Elvtr. Co.

Fargo, N. D.—A. A. Lee, one of the founders of the North Dakota Farmers Grain Dealers Ass'n, died Sept. 29. Death followed a cerebral hemorrhage. Mr. Lee came to North Dakota with his parents in 1881 to homestead near Blanchard. For the greater part of his life he was interested in the grain trade. During his early career he managed elevators at Portland Junction, Ames Siding and Sharon. In 1912 he accepted a position with Randall, Gee & Mitchell, with whom he was associated 21 years. The same year he organized the Lee Elvtr. Co. at Beach and Karlsruhe and acquired interests at Pekin and Portland. In 1910 he helped found the North Dakota Farmers Grain Dealers Ass'n and was vice-pres. in 1911. He organized the North Dakota Managers of Farmers Elvtrs. Ass'n in 1911 and was its first president. In 1912 and 1913 he was a director of the national elevator managers' group.

## OHIO

Toledo, O.—C. C. Fivian of Continental Grain Co. has been elected a member of the Toledo Board of Trade.

Urbana, O.—Permanent offices and a warehouse are being built by the newly organized Crow Hybrid Corn Co., of which Harvey Crow is head.

Toledo, O.—Fred Mayer of the H. W. DeVore & Co. staff and dean of the grain trade at Toledo, recently celebrated his 70th birthday anniversary.

Glendale, O.—The Opekasit Farms, Inc., is erecting a \$24,000 feed mill and drying tower on Erie Highway. William F. Conradt & Son are the contractors.

Broadway, O.—Burl Cline, former manager of the Pottersburg baseball team, has purchased the elevator business of Daniel D. Hershberger and will take possession about Jan. 1.

Killbuck, O.—J. P. Allison, manager of the Killbuck Elvtr. Co., has purchased the interest of his partner, A. V. Beller, in the company. The property includes an 8,000-bu. elevator.

Toledo, O.—John W. Luscombe, vice-pres. of E. L. Southworth & Co., grain brokers, was tendered a banquet by fellow workers Sept. 21, commemorating his 31st year of service with the company.

West Sonora, O.—The grain elevator owned by the late H. A. Klepinger of Eaton was purchased by M. L. Risenberg of Reading. Mr. Risenberg's plans regarding the elevator are not known.

Alliance, O.—Fire originating in the cupola of the mill building of the King Bee Milling Company from undetermined cause destroyed the mill and also some stock owned by the Linneodes Cash Feed Store Oct. 1.

Maumee, O.—Charles Constant, of St. Louis, has replaced C. A. Kobat as office manager of the Anderson elevator, leased by the Continental Grain Co. Mr. Kobat returns to the National Mill Co. as office manager.

Elroy, O.—The many friends of J. W. Miller, who has been long engaged in the grain business in Indiana and Ohio, will be glad to know that notwithstanding his three score and ten years he is back in his office and enjoying a profitable business.

Berea, O.—The Berea Milling Co., one of this community's oldest industries, began the manufacture of soy bean oil, meal and flour this month, \$11,000 was expended in new equipment for the purpose. It is estimated the plant will use yearly the yield from 6,000 acres of land.

Springfield, O.—Mrs. Josephine Wright McConnell, wife of Earl E. McConnell, former president of the Rex Milling Co., and McConnell Grain Co., of Buffalo, N. Y., and now manager of the elevators of the Stratton Grain Co., in Springfield, died in Springfield, Oct. 1, after a three weeks' illness.

Cleveland, O.—Otto O. Sarvela has been appointed general sales manager of G. E. Conkey Co., to succeed the late Albert B. Conkey. Mr. Sarvela is widely known throughout the feed trade, having been associated with the Blatchford Calf Meal Co. from the time he completed his education at Lake Forest University.

Celina, O.—The Celina Equity Exchange opened its new \$30,000 elevator Sept. 18. The new building has a storage space for 20,000 bus. of grain and is equipped with all new machinery. It has the distinction of being one of the few elevators which houses its elevator, office and warehouse all under one roof. It employs ten men. Miss Blanche McGee is general manager, starting her fourth year as manager of the local plant. Celina Equity Exchange is owned by 82 stockholders and has been in operation since 1919.

Washington, O.—Prompt and efficient work by firemen saved the Sunshine Store, Inc., elevator from destruction by fire Sept. 18 when a blaze, starting in the cob and dust room and spreading rapidly to the main structure, was brought under control and extinguished. The interior of the cob room was badly charred and some water damage resulted to the grain and soybeans stored in the bins. D. N. Babb, manager, ordered the grain reached by water removed promptly and dried, cutting the loss there considerably. The elevator was erected only a few years ago.

Greenville, O.—Constant shifting of weight in a huge bin, packed with about 4,500 bus. of wheat, at Cole Bros. Grain Co., Sept. 25, ripped open a gaping hole in its side and practically all of the grain was dumped out upon the Pennsylvania railroad tracks immediately adjoining the plant. This was the second freak accident of its kind experienced at the local exchange in the last two months. Night rains, which had soaked the ground during the night, and constant showers during the salvaging efforts may increase the present loss. The freak mishaps have completely mystified elevator officials. There are no apparent reasons for the collapse of the steel and concrete side walls of the silos, but the theory is advanced that earth tremors noted several times in this locality last spring, may have weakened the structures. Structural experts are to be called for a thorough investigation.

Washington, O.—The Gwinn Milling Co. has started a force of men taking down the large frame elevator at the company's big plant, and will replace the structure with a huge concrete building, including 5 large bins and 13 smaller ones. The combined capacity of the elevator will be 350,000 bus. It is planned to complete the structure this fall. Clemans Construction Co. has the contract for building and bins. When completed the latest type of grinding, mixing and drying machinery equipment will be installed. Connecting with the main building which will be 40x50 ft., with large equipment house on top and will include a cluster of giant bins some holding 20,000 bus. and others 15,000 bus., and the 13 smaller ones, will be a one-story concrete structure which will house office and warerooms. A new feature of the plant will be two rows of dumps, 6 in all, allowing dumping of 4 trucks at one time. Willard McLean is general manager of the plant and J. Earl McLean is pres. and general manager of the Gwinn Milling Co.

# The GRAIN DEALERS JOURNAL

## OKLAHOMA

Freedom, Okla.—The Farmers Co-op. Trading Co. has installed a new seed wheat cleaner.

Lenapah, Okla.—The Lenapah Hay & Grain Co. has installed a Sidney Corn Sheller furnished by the White Star Co.

El Reno, Okla.—George Washington Cooper, 76, employed for 26 years at the El Reno Mill & Elvtr. Co., died here Sept. 26.—E.W.F.

Okeene, Okla.—Wilbur W. Weeters, manager of the Farmers Union Co-op. Exch. was recently married to Miss Katherine Dobyns of Weatherford.

Miami, Okla.—The Stanislaus Grain & Feed Co. of Vinita has leased the Stroud building and will open a branch business here with Jim Chavers in charge.

Lawton, Okla.—P. A. Cope, local grain dealer, has filed a bankruptcy suit. Estimated liabilities are \$14,000 and assets at between \$8,000 and \$9,000.—E.W.F.

Vici, Okla.—Bids were recently received up to and including Sept. 16 for the sale of a local one stud type grain elevator, machinery equipment and land upon which same are located, by the F.C.A.

Ardmore, Okla.—An experiment of M. M. Moore with broomcorn this year netted him \$400, disproving the theory that broomcorn cannot be successfully raised in Southern Oklahoma.—E.W.F.

Eufaula, Okla.—The Burris Mill & Elvtr. Co. of Fort Worth, Tex., has about completed rebuilding the old Saltsman-Yarbrough elevator located on the Katy right-of-way here, and now has the plant in operation.

Enid, Okla.—The evident need of more storage in Enid with the harvesting of the current bumper crop has started rumors that a new 2,000,000-bu. elevator will be constructed before the 1938 season is here.

Snyder, Okla.—The Oklahoma Wheat Pool Elvtr. property was offered for sale by the F.C.A., bids to be received up to and including noon on Sept. 30. The sale terms were subject to an existing lease with the Farmers Union Co-op. Gin of Snyder, to expire May 31, 1938.

Welch, Okla.—The Jack Dillon Grain Co. of Vinita, has leased the Schenk elevator for the next ninety days. Mr. Dillon is an old time grain man and has handled grain and hay in Craig county for the past 40 years or more. He has taken charge of the mill during John Schenk's absence on a trip to France with the American Legion.—E.W.C.

North Enid (p. o. Enid), Okla.—The F.C.A. recently offered for sale a local frame, iron-clad grain elevator of approximately 8,000 bus. capacity, together appurtenant buildings and machinery equipment located on the right of way of the Chicago, Rock Island and Pacific Railway Co., known as the Oklahoma Wheat Pool Elvtr. property. Bids for same were received up to and including Sept. 30.

Enid, Okla.—Merle Howard, 47, veteran mid-western grain merchant and manager for the Farmers National Grain Co., died Sept. 26. Mr. Howard was formerly with Updike Grain Co., Omaha, and Farmers' National at Kansas City. He was the son of the late Frank Howard, superintendent of the Updike company, and joined his father's firm in 1913, later leaving Omaha to become vice pres. and manager of the Kansas City office for Farmers' National. He moved to Enid five years ago.—D.E.F.

Newkirk, Okla.—The General Exchange Insurance Corp. of Blackwell has filed a damage action against the Midland Flour Mills Co., of Blackwell in district court here. The plaintiff is seeking a judgment for \$338, alleged due for damages paid to E. E. Bourne. The petitioner contends that because of negligence of Scott Prouty, driver of a truck for the defendant, a car on which it carried an insurance policy was damaged. E. E. Bourne was owner of the automobile damaged and insured by the plaintiff.—E.W.F.

Lawton, Okla.—The old Lawton Milling Co. plant has been leased by I. R. Henderson of Oklahoma City and a group of Pawhuska business men and it is expected the mill will be in operation very soon as the Progress Milling Co. The property has been modernized and new equipment is being installed. It will have a daily capacity of 225 barrels. The elevator has a capacity of 40,000 bus., has been overhauled and is already in operation. The entire structure has been covered with galvanized iron and a new smokestack erected, \$2,500 being expended.

Yukon, Okla.—John F. Kroutil, president of the Yukon Mill & Grain Co., predicts an amicable settlement of federal charges of income tax evasion, filed against his firm, himself and two other officers, will be reached. Wooten Winton, assistant treasurer, and Henry A. Kelly, bookkeeper were charged jointly with Kroutil. The defendants were charged specifically with entering a return for the period June 30, 1930, to Sept. 15, 1931, showing \$6,819 net taxable income, and paying \$458 tax for the Yukon Mill & Grain Co. The government charged the net income should have been reported at \$78,869.—E.W.F.

Duncan, Okla.—J. Foster, driver of a truck of the Pillsbury Flour Mills Co. here, was robbed of \$47 on the streets of Duncan recently. He was parked on the street waiting for a store to open so he could make a delivery when two men held guns on him and took the money.—E.W.F.

## PACIFIC NORTHWEST

Ashton, Ida.—Murray Baum recently sold his elevator to the Sterling H. Nelson Co. He will continue in the employ of the company.

Nampa, Idaho.—Fire, Aug. 23, probably caused by a cigarette, slightly damaged the frame warehouse owned by the Spokane Bank for Co-operatives.

Salmon, Ida.—Jay Thomas has opened his new feed store in the building he recently constructed in East Salmon. He has installed machinery for custom grinding.

Spokane, Wash.—We are glad to announce three new members to whom we extend a welcome: Pence Bros., Delco, Ida., Bob Pence, mgr.; Latah Co. Grain Grs., Moscow, Ida., H. H. Simpson, mgr.; Pacific Northwest Grain Dealers Ass'n, Ted Brasch, secy.

Oakesdale, Wash.—Floyd Huling, 70, passed away Oct. 1 in Sioux City, Ia., where he had lived for many years. In 1889 he resided here, and started a line of grain warehouses thruout the Wash. wheat belt, disposing of them in 1900, when he took up his residence in Vermont.

Richland, Wash.—R. R. McIntosh, who recently took over the Nelson & Dam feed business, has opened for business with a complete line of feeds and with the addition of a new, portable feed grinder, the establishment is equipped to grind special feed orders at their place of business or on ranches.

Ucon, Ida.—Federal Judge C. C. Cavanah granted the Spokane Bank for Co-ops., recently, judgment of \$12,149 against Gem State Growers, Inc., the amount allegedly due on a promissory note. He ordered the Grain Growers plant sold under mortgage foreclosure proceedings. The sale will be conducted at the plant, to be fixed by marshal of the court.

Heyburn, Ida.—Just thirty minutes before being offered at an advertised county tax sale, Aug. 21, the Heyburn Milling & Elvtr. Co. property was redeemed by payment of \$1,314.72 in delinquent taxes by W. P. Croft. Mr. Croft and Sid Stewart were lessees of the milling property for several years. Many buyers were present desirous of acquiring the property.

Brewster, Wash.—In spite of the new, large warehouse completed just before the harvest to increase storage space for the Centennial Milling Co., new platforms on either end of the warehouse had to be built, and finally one of these had to be hastily enlarged, to hold the wheat arrivals. With the bridge going free before the next wheat harvest it is thought a much larger tonnage of wheat will be hauled to Brewster.

Davenport, Wash.—A court order was signed Sept. 22 permitting J. E. Fraser, receiver of the Creston Union Grain Co., in the case of the Old National Bank and Union Trust Co. against the Creston firm, to compromise claims against the United Pacific Casualty Ins. Co. for \$7,000. This company had C. A. Conner, manager of the Creston firm, bonded for \$5,000 and also had a warehouseman's bond of \$10,000. Depositors of the grain company brought action against the insurance firm after the Creston warehouse and elevator was destroyed by fire in the spring of 1936, and a number of disputes had arisen as to the liability of the insurance company.

Tekoa, Wash.—The Cluster Grain Co. is erecting another warehouse along the Milwaukee railroad tracks, to increase its storage space to handle bags of grain coming in daily. In spite of the fact that the company has just recently completed a grain warehouse, 50x100 ft., the size of the one now under course of construction, and also leased a building from the railroad company 40x90 ft., both are now filled to the ceiling with wheat and peas, and more room is needed at once. Other new warehouses erected here within the past few weeks include one 50x200 ft. built by the Sperry Flour Co., and another of the same size built by the Milwaukee railroad for the use of the Woodruff & Sons Seed Co. which will also house a pea sorting plant.

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Prosser, Wash.—Fred Kemp is engaged in the wheat storage business here and is using the Kemp warehouse, with a capacity of 100,000 bus. The building is 60x150 ft. The roof, foundations and floor have been repaired and an office room 9x15 has been built. The warehouse scales have been repaired and the whole building has been painted. Hand trucks and a piler have been installed. This warehouse is connected with the railroad by a spur line. Recently the Kemp interests took over their share of the liquid assets of the milling business and leased their holdings in the mill and the tangible property to the Prosser Flour Mills, who will operate independently.

Spokane, Wash.—Arrangements for a further capacity expansion of the Spokane Flour Mills are under way. While the capacity of the plant has been increased from 700 barrels daily a year ago to 1,100, more space is still needed. Ground adjoining the mill has been purchased for the placement of a modern grain-handling elevator. Equipment is being installed without interruption of milling operations. A modern testing laboratory is among the late improvements. Karl E. Bumgarner is manager. The right to build a spur track to the plant has been given by an ordinance recently passed. The track will run west of the mill and will serve the new storage elevators.

Portland, Ore.—The state grain inspection department of Oregon thru its chief, C. W. Wright, has issued a new ruling concerning the issuance of grade certificates. In the past the department has not issued grade certificates on bulk cars sampled on hold tracks and inspected by them until these cars were unloaded at their Portland destination at which time they would issue combined grade and weight certificates. But many bulk cars so inspected were diverted to points outside of Portland and no grade certificates were issued to cover inspection of them. It has been found that this is contrary to Section 16, Regulation 2, of the U. S. Grain Standard Act. Under these regulations it is compulsory that certificates of grade be issued for each inspection of any grain at terminals. Therefore, grade certificates will be issued on all cars diverted as soon as diversion lists are received from the railroad companies.

## PENNSYLVANIA

Russell, Pa.—The F. E. Thompson feed mill was almost completely destroyed by fire of undetermined origin early Sept. 17, with a loss of several thousand dollars. The mill was one of the oldest in the county, having been built in 1897. It has not been decided whether it will be rebuilt.

## SOUTH DAKOTA

Bryant, S. D.—Farmers Elvtr. Co. is iron cladding its elevator.

Rutland, S. D.—Rutland Farmers Elvtr. Co. property was damaged by wind recently.

South Shore, S. D.—A new grain cleaner has been installed in the Monarch elevator.

Timber Lake, S. D.—The Hurd Grain Co. sustained damages in a wind storm recently.

Rosholt, S. D.—The old Farmers Elevator Co. building, now the property of Cargill, Inc., has recently been wrecked.

Brandon, S. D.—Andrew Johnson is building an addition to the elevator at Brandon and will use this room for feed grinding purposes.

Webster, S. D.—Martin Klungseth of Bryant has accepted a position as assistant at the Webster Equity Elvtr., succeeding Ole Melby, who resigned.

Mission Hill, S. D.—Harry West, who has been operating an elevator at Fullerville, is now manager of the Union Co-op. Elvtr. Co. here. He closed the elevator he left.

Bryant, S. D.—The G. M. Thompson elevator has been given a two-coat job of paint, a new auxiliary Strong Scott dump for long wheelbase trucks and a general going over.—G. M. Thompson.

Salem, S. D.—The McCook Elvtr. Co., managed during the past two years by Guy G. McCullough, was sold to Mr. McCullough. The manager will continue to conduct the business as he has in the past, operating the feed mill at the elevator.

Bruce, S. D.—Tom. A. Thompson, 70, died here recently. For several years he was manager of the Farmers Elvtr.

Redfield, S. D.—The Sheldon-Reese Elvtr. Co. is enlarging and remodeling its structure, equipping it with a large new office and modernizing the plant in every detail. A large coal shed was added recently and new grinding and cleaning equipment purchased.

Adelaide (p.o. Conde), S. D.—The two Farmers Union elevators closed their doors Sept. 1 until such time as sufficient grain will be raised in the community to warrant operation. Aubrey Evans, who has been manager, moved to Aberdeen to work for the K. O. Lee Co.

Frankfort, S. D.—The Eagle Roller Mill & Elevator here has been closed, and the manager, George Hassinger, has returned to his home in Minneapolis, after being in charge of the elevator since July 1. The elevator formerly operated by C. F. Bohn has also been closed.

Lake Preston, S. D.—The Eagle Roller Mills elevator operated by R. D. Twaddle, has undergone a state of repairs. Its sides and roof have been covered with tin over new siding and roofing and new coal sheds have been constructed. This is one of the oldest elevators here.

Fullerville (p. o. Gayville), S. D.—The Fullerville elevator will be closed as soon as the grain stored there has been sold. H. L. West, who has been manager of the elevator for the past twenty years, will then go to Missionhill, having been elected to take charge of the Farmers Union Co-op. Ass'n elevator there.

Rapid City, S. D.—The reinforced concrete elevator for the Tri-State Milling Co., approaching completion, is taking in grain. It will provide storage for 225,000 bus. A fire proof mill building is being erected opposite. The plant was designed and construction supervised by Homer & Wyatt. The elevator is being erected by Chalmers & Borton.

Missionhill, S. D.—H. L. West of Fullerville has been elected manager of the Farmers Union Co-op. Ass'n elevator here to fill the vacancy caused by the death of John Alder Aug. 27, after 27 years in the position. As soon as Mr. West has disposed of the grain in the elevator at Fullerville, which he has managed for the past twenty years, he will assume active charge of the Missionhill elevator.

## SOUTHEAST

Leaksville, N. C.—E. E. King and others have incorporated as the Leaksville Milling Co. Capital stock, \$30,000.

Richmond, Va.—The Dixie-Portland Flour Mills, Memphis, Tenn., has taken over the 1800-bbl. plant of the Dunlop Mills.

Raleigh, N. C.—A Howell Cereson Treater with electric drive has been added to the equipment of John P. Wyatt and Sons Co.

Asheville, N. C.—Biltmore Wheathearts Corp. is enlarging its plant and installing new machinery for the manufacture of a new puffed wheat.

Richmond, Va.—Richmond Feed & Supply Corp., maximum capital of \$10,000, has been chartered to manufacture and deal in feed of all kinds. V. W. Webb, of Richmond, is pres.

Salem, Va.—The plant of the Moore Milling Co. which was destroyed by fire Sept. 6, will be rebuilt at once according to a statement made by D. E. Moore, president of the company.

Asheville, N. C.—Sixteen steel grain storage tanks and two grinding machines, new automatic equipment costing between \$5,000 and \$10,000, have been installed by the Earle-Chesterfield Mill Co. The tanks provide additional grain storage space, permitting the use of preliminary treatment before grinding. The mill produces corn-meal, feed for poultry, cattle, horses and hogs as well as flour.

Elkins, West Va.—Sept. 2 we lost our plant with every machine in it. Not a machine would turn over. Have now torn down most of the burned parts and are now re-building as rapidly as possible. Have bought most of our new machinery. Have to buy a crusher and either hammer mill or attrition mill with necessary attachments. Hope to be in operation by Nov. 1. Have been in business since 1894.—The Darden Co.

Sylva, N. C.—The Farmers Federation has installed a modern grist mill and hammer mill in the former J. B. Ensley store, recently purchased by the federation. The hammer mill is said to be the only one in Sylva. The federation will continue to occupy its present quarters and will use the Ensley building for milling and storage purposes. Bernie Pyatte is local manager of the co-op. organization.

## TENNESSEE

Ripley, Tenn.—William Tucker is president of a new company, the Ripley Mill & Feed Co., which has taken over the Ripley Milling Co.

Memphis, Tenn.—The Royal Feed Milling Co. has under construction a five-story frame warehouse and grinding addition to its main plant.

Memphis, Tenn.—The Quaker Oats Co. is building an 120x60 ft., two-story, brick addition to its warehouse to provide more storage space for feeds and increase the facilities for loading both cars and trucks. In the second story will be housed modern offices, into which the office force hopes to move before Thanksgiving.

## TEXAS

Rhome, Tex.—Fire in an exposing cotton gin slightly damaged the Rhome Milling Co. plant on Sept. 16.

Fort Worth, Tex.—An explosion in the plant of the Bewley Mills caused slight damage to the property on Sept. 28.

Dalhart, Tex.—Mayfield Feed & Grain Co. is remodeling its elevator and installing a new leg. Tom Curless has the contract.

Longview, Tex.—The Farmers & Merchants Grain Co. is now owned by Charles C. Williams, a Harrison County man, who manages the business.

Ellen (R. F. D. Plainview), Tex.—The C. J. Johnson elevator and feed store was destroyed Sept. 20 by a grain dust explosion. Loss \$22,000; partially insured.

Farwell, Tex.—L. A. Jackson of Clovis, N. M., has assumed the management of the Farmers Elvtr. Co. at Texaco. He succeeds Clyde Hopson who comes here to take over the management of the Farwell elevator.

Weslaco, Tex.—The Kuder Orange Meal Co., of Los Angeles, is erecting a new \$100,000 plant where citrus meal will be manufactured. The plant is expected to begin operations in December. Offices will be placed in Houston and Fort Worth. This will be the third plant operated by the Kuder firm, the others being located in California and Florida.

Melissa, Tex.—Kay Kimbell, Ft. Worth, head of the Kimbell milling and grain interests, has purchased the Edwin B. Doggett Grain Co. elevator. He also bought the E. O. Knox warehouse and scales and the Graves & Milraney plant, consisting of elevator, warehouse and two lots. Mr. Knox will be manager of the newly acquired property.

Plano, Tex.—Fire which started in one of the corn bins of the Hughston Grain Co., elevators recently damaged stock, buildings and machinery to the amount of \$7,000. Of this amount \$1,000 represented loss on stock of corn. Partial insurance was carried. The heaviest machinery loss was the new sheller equipment just installed this season. Work on the rebuilding is already near completion and new machinery is being installed.

Keller, Tex.—Fire believed to have originated from a dust explosion destroyed the C. J. Johnson elevator and feed mill Sept. 18. Total loss was over \$20,000. A warehouse and corn sheller escaped the flames. The burned structures will be rebuilt. A huge water tank, a part of the plant, from which the town was supplied, collapsed. This unit of the plant will be rebuilt first, as Mr. Johnson has the water franchise of the town, which is without water service until the tank is restored.

## UTAH

Parowan, Utah—The Parowan Milling Co. is open to receive grains suitable for milling purposes. Mr. Hermansen is the new miller.

Logan, Utah—The Central Mill is undergoing a modernization program which includes the erection of a large fireproof warehouse, new office and installation of new machinery.

## WISCONSIN

Tomah, Wis.—Leslie Butterfus has purchased the feed grinding business from Reuben Roder.

Bloomer, Wis.—Carl Perschow, proprietor of the Farmers' Market, has installed a hammer mill.

East Ellsworth, Wis.—John T. Lowe is building a grain storage plant at the rear of his feed store.

Lake Mills, Wis.—Ernie Gurr has purchased the Farmers Supply Co. Feed Mill from Alex Sinaiko.

Lomira, Wis.—A new barley cleaner and grader has been installed in the Star Malt & Grain Co.'s elevator.

Cameron, Wis.—The new Farmers Co-op. Feed Store has been opened here under the management of Ralph Sullivan.

Maiden Rock, Wis.—A new and larger scale is being installed at the local elevator and the exterior is being given a coat of aluminum paint.

Wilson, Wis.—The O. & N. Lumber Co. has sold its elevator in Wilson to Clark & Swoma of Cadott, who managed a feed store at Cadott for some time.

Cable, Wis.—The Radloff Bros.' mill three miles south of Cable, was destroyed by fire. The loss is estimated to be about \$3,500. Emil Radloff is manager.

Bruce, Wis.—J. Buchholz of Ladysmith is remodeling the old Leonard, Crossett & Riley potato warehouse and will open a new feed store in the near future.

Arland (p. o. Clayton), Wis.—Allard Thompson, of Route 1, Barron, is moving to Arland, where he will set up his portable feed mill permanently and open a feed store.

Manitowoc, Wis.—Piles have been driven and the foundation poured for the 14 reinforced concrete and steel grain storage tanks being constructed for Wis. Malting Co. The capacity will be 460,000 bus.

Slades Corners, Wis.—The old Borden milk plant, used by the A. H. Louis Feed Co. as a warehouse, was burned to the ground early Oct. 3. Fire started in the boiler room in the basement. Loss to the Feed company was \$2,500.

Beaver Dam, Wis.—Fire, Sept. 30, badly damaged the elevator of I. K. Mayr. The loss is estimated to be between \$15,000 and \$18,000. Approximately 4,500 bushels of barley, 1,500 bushels of oats and 1,000 bushels of rye stored in the elevator were damaged by water and smoke.

Canton, Wis.—Canton Co-op. Feed Store has been incorporated with a capital stock of \$400.00. It will buy, mix, grind and sell feed. Incorporators are L. C. Sykes, Cameron, Route 1; Paul Byhre, W. C. White and Guy Stearns of Canton and B. F. Newmann of Rice Lake, Route 4.

## MILWAUKEE LETTER

The rate of interest for the month of October has been determined by the Finance Comite of the Grain & Stock Exchange at 5 per cent.

Rebuilding operations are progressing at the Krause Milling Co., where an explosion last April resulted in nine deaths and injury to 23 workmen.

Leonard J. Keefe is celebrating his 33rd year as a member of the Milwaukee Grain & Stock Exchange. On Sept. 11 he also celebrated his 55th birthday anniversary.

Lin Williams, who has represented various feed manufacturers and distributors thruout Wisconsin, sections of Minnesota, Michigan, Iowa, and Illinois, for 20 years, is now with the Paetow Co. of Milwaukee.

Milwaukee, Wis.—The Premier-Pabst Co. has let the contract to the Burrell Engineering Co. for the construction of eight concrete storage tanks with 6 pockets and 1 interstice bin to adjoin its present storage tanks.

Re-election of all directors of the Froedtert Grain & Malting Co. took place at the annual meeting held Sept. 21. The stockholders voted to increase the number of directors from seven to nine. It is understood the two new posts on the board will be filled at a special stockholders meeting late this month.

## WYOMING

Greybull, Wyo.—New office rooms have been added to the Greybull Elvtr. Co.'s buildings to accommodate the influx of business in grains and beans. A loading spout was also added to the elevator facilities. Earl B. Riley is manager.

## Profits of Illinois Country Elevators

A study of 88 country elevator companies in Illinois by L. J. Norton, chief in agricultural marketing of the College of Agriculture, University of Illinois, brought out the following facts:

Where conditions are such that less than 300,000 bus. of grain are handled annually, a sufficient amount of merchandise business must be added in order to have a profitable business. (Note that earnings were lower as less merchandise was handled, when less than 300,000 bus. of grain were sold.)

## Rate Earned on Total Assets of 88 Illinois Elevator Companies, 1935-36

Bushels of grain sold	per cent of total sales			Rate
	70% or less	70-89.9%	90% or more	
Less than 100,000	3.7	2.2	1.7	31 .2
100,000 to 199,000	6.0	2.7	1.9	29 2.6
200,000 to 299,000	7.1	9.7	2.2	21 4.2
300,000 or more..	10.5 <sup>1</sup>	13.8 <sup>1</sup>	7	13.3 <sup>1</sup>
All companies	4.2	2.3	3.1	88 3.0

<sup>1</sup>Profitable operation.

Where 300,000 bus. of grain are available annually, the handling of side lines in volume is not necessary in order to earn a good return on the investment. In fact, the handling of merchandise by companies handling a large volume of grain will reduce the rate of return on the capital, for the reason that the earnings on merchandise per dollar invested are less than on grain. This tendency does not mean that it is necessarily poor policy for a cooperative elevator company handling a large volume of grain to handle side lines, even tho the side lines barely pay their way, for the handling of merchandise increases the service of the cooperative to the community.

## Operating Expenses, Excluding Interest, per Dollar of Sales, for 87 Illinois Elevator Companies, 1935-36

Bushels of grain sold	Grain per cent of sales			Rate
	70% or less	70-89.9%	90% or more	
Less than 100,000	10.9	7.4	5.8	31 8.3
100,000 to 199,000	6.1	5.4	4.4	28 5.0
200,000 to 299,000	6.8	4.2	3.1	21 3.6
300,000 or more..	3.1	2.6	7	2.7
All companies	10.0	5.9	3.9	87 5.6

**Gross Margins Earned on Grain.**—The lower gross margins earned on grain largely explain the decline in earnings from 1934-35 to 1935-36. (The gross margin is the difference between what the grain costs per bushel and the net returns per bushel after various incidental marketing charges, such as inspection fees are paid.) For the two years the margins on grain per dollar of grain sold averaged as follows for companies handling different volumes of grain:

	1934-35	1935-36
100,000 bushels or less.....	5.3 cents	4.0 cents
100,000 to 199,000.....	5.1 cents	3.4 cents
200,000 to 299,000.....	4.8 cents	3.4 cents
300,000 bus. and more.....	4.7 cents	3.6 cents
Average .....	5.0 cents	3.6 cents

There was no marked tendency for the margin per bushel to vary greatly with variations in the volume of grain handled, altho the gross margins taken by companies handling a small volume of merchandise were somewhat lower in both years than those taken by the companies in which the handling of merchandise was of greater relative importance.

## Gross Margins Earned per Bushel on Grain by Illinois Farmers' Elevator Companies for Which Grain Made Up 90 Per Cent or More of Total Sales, 1935-36.

Bushels of grain sold	Corn	Oats	Wheat	Soy-beans
	1935-36	1935-36	1935-36	1935-36
100,000 or less...	2.3	5.7	3.7	3.5
100,000 to 199,000	2.0	2.8	4.5	3.7
200,000 to 299,000	1.7	4	4.3	4.4
300,000 and over.	1.7	2.2	2.8	3.6
Total .....	1.9	2.2	4.0	3.9

**Earnings from Merchandise.**—The relative importance of grain and merchandise is best measured by average sales, which were as follows for the companies studied:

For fiscal years ending between:	July 1- June 30,	July 1- June 30,
1934-35	1935-36	
77 companies	88 companies	
Bushels of grain .....	176,871	161,387
Sales of grain .....	\$114,750	\$108,600
Sales of merchandise ..	15,530	21,800
Total sales .....	130,280	130,400
Proportion of merchandise .....	12%	17%

Merchandise thus represented, on an average, 12 per cent of total sales the first year and 17 per cent the second year.

The important factors governing the effect which the handling of merchandise had upon the business were: (1) the gross margins, (2) the rate of turnover, (3) the cost of handling, (4) the capital requirements, and (5) the losses resulting from bad debts.

**Bad Debts.**—In the companies whose merchandise sales were relatively small, receivables tended to pile up. For example, the companies whose merchandise sales constituted more than 30 per cent of the total sales had accounts receivable at the end of the year equal to only 13 per cent of the merchandise sales throughout the year. This amount is equivalent to the merchandise sales made in about 1.5 months if sales are uniformly distributed throughout the year. The companies whose merchandise sales were less than 10 per cent of their total sales, on the other hand, had accounts receivable equal to 48 per cent of their merchandise sales, or the equivalent of six months' sales. The managers of these grain companies apparently hesitate to bear down on debtors and collect the amounts due, possibly for fear of offending good grain customers. The high ratio of receivables to sales in these companies may be caused in part, however, by larger sales of grain to local farmers. Such sales are included in grain rather than in merchandise sales, and consequently the sales figures to which receivables are compared are probably somewhat too low and the ratio correspondingly too high.

Interest on accounts which stand for a period longer than 30 to 60 days, or some other stated time, affords a considerable source of income to some of the companies which emphasize merchandise. In fact, the practice of charging interest on receivables helps to explain why some of these companies earn a fair rate of return on their investment even tho they take only a moderate gross margin on merchandise. The practice is fair, for it puts a part of the cost of extending credit where it belongs—on those who use it—and permits the company to handle merchandise on a lower gross margin than would be possible otherwise.

The average bad-debt loss (accounts and notes charged off) taken by these companies in 1935-36 was 2 cents a dollar of merchandise sales. Such losses are a bad leak for many companies.

**The Commodity Exchange Administration** is studying the market correspondence sent out Oct. 4 by grain brokerage firms, who have been asked by Mr. J. W. T. Duvel to furnish copies of all releases.

## Books Received

**GRAIN TRADE OF CANADA**, for 1936, is a detailed statement of the movement of grains from country points thru lake ports and abroad, including freight and insurance rates and prices. By the Dominion Bureau of Statistics, Ottawa. Paper, 218 pages; price 50 cents.

**YEARBOOK OF AGRICULTURE**, 1937, gives more attention than in former annuals to fruits, vegetables and grasses and the lesser farm animals. By the U. S. Dept. of Agriculture. Cloth, 1,500 pages; price \$2; the Superintendent of Documents, Washington, D. C.

## Grain Carriers

The Soo Line recently placed an order for 100 40-ty. 40-ft., 50-ton steel box cars.

Wheat amounting to 18,192,027 bus. moved thru the Sault Ste. Marie Canal during September.

The Rock Island has petitioned for permission to abandon between Muscatine and Iowa Junction via Nichols and Lone Tree; also between Evans and Knoxville.—R.F.K.

A 4-cent reduction in the rate on wheat from North Dakota to Chicago is asked by the Greater Grand Forks Traffic Ass'n in a petition filed with the Interstate Commerce Commission.

Cars loaded with grain and grain products during the week ending Sept. 11 totaled 31,983, against 27,718 in the like week of 1937, as reported by the Ass'n of American Railroads.

Truck movement of commodities in August was 11.54 per cent greater than in August, 1936. The 115 carriers reporting to the American Trucking Ass'n hauled 489,818 tons in August.

New York, Chicago & St. Louis Railroad Co.'s Tariff No. 15-T, Ill. C. C. No. 241, effective Oct. 25, increases rate on grain and grain products from Alhambra-Stallings to East St. Louis, Ill.

Pennsylvania Railroad Co.'s supplement 127 to tariff Ill. C. C. No. 34, effective Oct. 15, increases rates on grain and grain products from various Illinois stations to Decatur, Paris, and Peoria, Ill.

Southern ports terminal lines have given their approval to proposal for extending import rates on flaxseed from gulf ports to Chicago, Minneapolis, etc., thru to June 30, 1938.

The Pennsylvania has been authorized by the Interstate Commerce Commission to disregard the fourth section of the transportation act in making rates on grain from points on its Effner branch in Indiana to Chicago, Order No. 12835.

In No. 27695, J. P. Burroughs & Sons vs. Pere Marquette, Examiner Stiles proposes dismissal of the complaint against grain transit regulations at Detroit, Flint, Portland, Ionia, Grand Rapids and Allegan, Mich., as not unreasonable or discriminatory.

The government's Inland Waterways Corporation has awarded contracts for three tow-boats costing over \$500,000. Evidently the War Department believes this experiment in government operation has failed to have proved itself successful and must be continued.

Portland, Ore.—An appeal will be taken from the decision of the Interstate Commerce Commission to the entire body, in the demurrage case growing out of the longshoremen's strike in 1934. The three Commissioners held that the shippers had to pay the demurrage.

Deloit, Ia.—The Interstate Commerce Commission authorized abandonment of the Boyer to Deloit branch of the C. & N. W. railroad. The line, about 8 miles long, served a population of 1,000 including the Farmers Elevator Co. here. The Commission suggests that the I. C. could, if necessary, construct a branch to serve these interests for about \$5,000.

The Interstate Commerce Commission on Oct. 7 denied a petition of the Merchants Exchange of St. Louis for a rate reduction on grain and grain products from Illinois points to St. Louis and East St. Louis. The I.C.C. also denied petitions of the Board of Trade of Kansas City, the Omaha Grain Exchange, and the North Dakota State Mill and Elevator Ass'n

Out of New York the rate on parcel lots has advanced to a number of destinations. To Rotterdam steamship lines are quoting 20c per hundred pounds, up 1c to Havre 23c, up 3c to Copenhagen 28c up to 2c. To London and Liverpool, the New York lines are quoting 3s 9d per quarter up 3d.

The Federal Barge Lines final departure from Chicago before discontinuance of service for the winter season will be on Nov. 24. The final sailing from Peoria southbound will be on Nov. 28. Northbound service to the Illinois River will be concluded with departure of the tow from New Orleans on Nov. 11, from St. Louis on Nov. 19, and from Peoria on Nov. 22.

Canadian steamship lines advanced their wheat rate to London and to Liverpool to 5s 3d per quarter for October loadings and are declining to offer quotations to other United Kingdom ports. Space being available it is understood the Canadian lines would quote 5s 6d to 6s on wheat to Manchester, Bristol Channel, Leith and Newcastle, and 5s to 5s 6d to Glasgow.

Kingfisher, Okla.—A \$24,403 suit has been filed by the Burrus Mill & Elvtr. Co. of this city against the Rock Island railway and transferred to federal court at Oklahoma City from the Kingfisher district court. The suit alleges the railroad quoted a price of 11c per 100 lbs. for transporting flour from Kingfisher to St. Louis and later charged 34c a 100.—E.W.F.

Dallas, Tex.—Examiners Mackley and Hall of the Interstate Commerce Commission on Nov. 8 at the Baker Hotel, will begin hearings in the grain rate case, I.&S. No. 4208, instead of Oct. 19. Immediately after the hearing the examiners will take up No. 27705, Oklahoma Corporation Commission, and No. 27725, the intrastate coarse grain rates in Texas, and No. 27337, Texas Industrial Traffic League.

The Missouri Grain Dealers and Millers Ass'n has filed a petition with the Interstate Commerce Commission, asking for a reduction in the freight rates on grain from Iowa and other northern states to points South of the Rock Island Railroad in Missouri and South, to compete with the truck rates from the northern corn states to the consuming states in the south. This hearing was held Sept. 23 at Kansas City.

The Interstate Commerce Commission has canceled a new schedule of rates proposed by the Chicago and North Western and the Chicago, Milwaukee, St. Paul, Minneapolis and Omaha railways for shipments of grain in carload lots. The carriers proposed to cancel joint through rates on grain and grain products shipped in carload lots from points in South Dakota, Minnesota and adjacent states to destinations in Nebraska on the line of the Omaha Railway and apply higher combination rates.

Western Trunk Lines have amended Tariff 331-C, effective Oct. 20, to provide for three free transit stops on grain and grain products moving between points in the western district as covered by the grain rate investigation, Docket 17,000, Part 7. The present tariff provides for a maximum of two free stops with a charge of 2c per 100 lbs. on each subsequent stop. Under the amendment there will be no charge for the third stop, with additional stops to cost 2c per 100 lbs.

The Interstate Commerce Commission has dismissed a complaint filed by the Southwestern Millers' League against the Santa Fe railway and other carriers. The Commission found the rates involved were not "unreasonable" as alleged in the complaint. They applied to wheat shipped prior to Mar. 26, 1936, from points in Missouri, Kansas, Colorado and Nebraska and milled at points in Kansas and Missouri and to wheat products shipped to destinations in Tennessee and Alabama.

## Supply Trade

Chicago, Ill.—International Harvester Co. announces removal of its general offices to the new Harvester Bldg., 180 N. Michigan Ave.

Kankakee, Ill.—Barney Weller has been awarded contract to supply Calumet Cups for the General Foods Co. grain elevator and corn mill which are under construction here.

Schenectady, N. Y.—Orders received by General Electric Co. during the first nine months of this year amounted to an increase of 44% over the same period last year. Orders received during the third quarter of 1937 amounted to an increase of 17% over the same period last year. The third quarter and first nine months this year were the largest of any corresponding periods since 1929.

St. Louis, Mo.—A new midwest office for Health Products Corp., manufacturers of Clo-Trace and other Vitamin A and D products, has been opened at 507 St. Louis Mart. The distributive outlets of the Company, according to W. R. Cassell, Director, Special Markets Division, have developed to a degree where a greater area of the Middlewest and South may be more effectively served from a central location at St. Louis. Clo-Trace stocks will be maintained there to supplement distributors' stocks in all principal Middlewestern markets. Closing of the Chicago offices in the Merchandise Mart and removal to St. Louis becomes effective September 27th.

Milwaukee, Wis.—Col. Clarence R. Falk, Sec. and Treas. The Falk Corp., died September 29th. Colonel Falk was nationally known in his business field—manufacturing. He served on numerous civic, philanthropic and educational boards. He was a patron of music and was a pioneer aviation enthusiast. In 1901 he became associated with The Falk Corporation, where he worked his way up through various departments, eventually becoming works manager. In 1914 he was made vice pres. Entering the World War as a captain in the quartermaster's reserve corps he remained in service until the end of the war when he became a Lieut. Col. Returning to The Falk Corporation, he took up his duties, and in 1923 was made secretary and treasurer, the position he held until the time of his death.

The Belgium wheat crop this year is poor, and it is believed that millers will find it difficult to comply with the official ruling that 10 per cent native wheat must be used in grinding.

## Grain Storage Receipts

A written receipt is indispensable to grain dealers who store grain for farmers. This receipt records the amount, kind, and grade of grain, and sets forth terms of storage as follows:

"Stored grain will be purchased at ..... per bushel under the Chicago ..... future, settlement to be made on or before ..... 19.... at which date the grain described herein will be considered sold.

"Storage must be paid for at the rate of ..... for the first ..... days, and at the rate of .....c per bushel per (month, day) thereafter until sold, this charge to include fire insurance. Deterioration and shrinkage at owner's risk."

Grain Storage Receipt book contains 75 originals of goldenrod bond paper, 75 duplicates of manila, 3 sheets of carbon, and heavy, pearl-grey pressboard covers. Shipping weight, 1 lb. Order Form 15SR. Price 95c each, or 3 books for \$2.50, plus postage.

**Grain & Feed Journals**  
332 S. La Salle St. Chicago, Ill.  
Consolidated

# Field Seeds

**Ardmore, Okla.**—Stolfa Bros. have engaged in the seed and farm supply business.

**Fremont, Neb.**—The Yager Seed Co. has installed a huller, scarifier and cleaner, and a dust collector.

**Milwaukee, Wis.**—The North American Seed Co. has taken a lease of a warehouse in South 9th street.

**Carson City, Mich.**—A seed cleaning machine has been installed by the Rockafellow Grain & Seed Co.

**Champaign, Ill.**—Hunter McFadden, at one time engaged in the seed and feed business, died Sept. 19, aged 81 years.

**Lexington, Ky.**—The Lexington Seed Co. has filed amended articles of incorporation, increasing its capital stock from \$10,000 to \$20,000.

**Chicago, Ill.**—Representing Fekete Bros. of Budapest, Hungary, Frank Fekete has opened an office here to deal in field seeds and spices.

**Otis, Wash.**—The Sioux City Seed Co. has leased the brick warehouse at Otis Orchards, formerly operated by the Kroll Co., and is remodeling preparatory to sorting beans.

**Lubbock, Tex.**—A branch laboratory for seed testing has been set up at Texas Technological College by the State Department of Agriculture, Early Peltier being in charge as analyst.

**Olney, Tex.**—The Olney Chamber of Commerce has set up small seed treatment units near the livestock sales pavilion for the free use of residents under supervision of the county agent.

**Bismarck, N. D.**—North Dakota's 14th annual state corn show will be held here Oct. 26, 27 and 28, George H. Will, general chairman, has announced. Premium lists will be mailed to all former exhibitors.

**Lawton, Okla.**—Max Hutson has opened a new seed and feed store at 519 North Choctaw avenue. He formerly was connected with the O'Leary Seed and Feed Store here as manager.—E.W.F.

**Regina, Sask.**—For seed wheat next spring the government of Saskatchewan is reported to have purchased 150,000 bus. of rust resistant Thatcher wheat from Manitoba. Marquis and durum seed also are being purchased.

**Coon Rapids, Ia.**—Additional cribs are being constructed by the Garst & Thomas Hi-Bred Seed Corn Co., to care for the larger crops. Now employed in sorting and drying are 150 men working in shifts from 5 a. m. to 9 p. m.

**McAlester, Okla.**—Alleging that Johnson grass seed was mixed with the oats he purchased this spring from the McAlester Trading Co., G. F. Rambo has filed suit for \$165 damages against the firm and its manager, Arthur O'Daniel.—E.W.F.

## Directory

### Grass & Feed Seed Dealers

**CRAWFORDSVILLE, IND.**  
Crabbs, Reynolds, Taylor Co., clover, timothy.

**GREEN SPRINGS, OHIO**  
The O & M Seed Co., seed merchants.

**PAULDING, O.**  
Stoller's Seed House, wholesale field seeds.

**ST. LOUIS, MO.**  
Mangelsdorf & Bro., Ed. F., wholesale field seeds.  
Scott, T. Maurice, field seeds, carlot originator.

With a view to preventing possible cases of poisoning, white arsenates, such as lead arsenate and calcium arsenate, which are universally used as agricultural insecticides, will be given a distinctive pink color, under a voluntary agreement of the producers of these chemicals, it has been announced by the Manufacturing Chemists Ass'n.

**Oklahoma City, Okla.**—Farmers have been warned by L. W. Osborn, extension agronomist of Oklahoma A. and M. college, that wheat smut damage is spreading in almost every section of the state. He stated that the western wheat belt was sprinkled with smut this year, and that receipts of state wheat at terminal markets, plus reports of U. S. Grain inspectors, indicate that the danger is growing.—E.W.F.

**Wooster, O.**—Five hundred growers of hybrid seed corn attended a called meeting at the Ohio Experiment Station and toured the corn breeding plots. Group discussions were conducted by J. E. Van Fossen, pres. of the Ohio Producers of Hybrid Seed Corn; Pell Thompson, pres. of the Seed Improvement Ass'n of Ohio; Dr. R. O. Lewis of the State University and Dr. H. G. Stringfield, corn breeding specialist at the Station.

**Clarinda, Ia.**—Title to the real estate of the three Henry Field interests was passed by auction Sept. 27 to Elbert Read, trustee of the Henry Field Co., which leases the space to the Henry Field Seed Co., and radio station KFNF, Inc. The sale does not affect the going business either of the merchandise departments, the seed and nursery business, the hatchery business, or the broadcasting station, which is in prosperous condition. The bid was \$100,000.

**It is estimated** that by the spring of 1938 there will be available for seeding in Canada the following rust resistant wheats: 5,000,000 bus. of Thatcher, 120,000 bus. of Renown, and 50,000 of Apex. In addition, it is reported that seed of an entirely new variety of wheat may be available soon, which promises to be highly rust resistant. The new variety, as yet unnamed, has been produced and multiplied by the Rust Research Laboratory and the Dominion Experimental Farms.—Buro of Agricultural Economics.

**Richmond, Va.**—Announcement has been made of the engagement of William P. Wood, Jr., prominent local seedsman, to Miss Thyra McLean Black, of Wilmington, N. C. The date of the wedding has been set for Oct. 16, at Raleigh, N. C. After the wedding the newly weds will honeymoon thru a trip to Mexico City, returning via Hollywood, Fla., to attend the mid-winter meeting of the Southern Seedsman's Ass'n. Mr. Wood is a prominent ass'n worker, has served as vice-pres. of the Farm Seed Ass'n (now merged with the American Seed Trade Ass'n) and is the present sec'y of the A.S.T.A. Hybrid Corn Group.

**El Paso, Ill.**—The Pfister Hibrid Seed Co. with a seed warehouse and office here, has just completed a modern seed-corn conditioning plant about 2½ miles northwest of town, on the "Pfister Farms." This new plant replaced the one torn down, and is 2½ story frame, metal clad, concrete foundation, 112x64x33 ft., metal roof. Power is furnished by both electricity and oil. Two 5-h.p. motors operate the two receiving legs, while a Caterpillar 80 h. p. Diesel 4-cylinder engine operates the remaining machinery. A Hess all-metal Drier has been installed, two roller-bearing shellers, and a battery of "Conco" CEW 120 stokers, attached to "Magirl" 432 furnaces for heat to drier. A brick chimney has been built, at the west end of building from the ground up.—G.H.R.

**Little Rock, Ark.**—The Arkansas State Plant Board condemned at Paragould 80 bags of bearded barley, Abruzzi rye and common rye which contained cheat and wild onion in excess of the amount allowed by law. There

**Lansing, Mich.**—The new hybrid seed corn law will go into effect Oct. 29. All hybrid seed corn offered for sale in Michigan must be registered with the State Department of Agriculture at Lansing, giving the pedigree of the hybrid.

**The Federal Trade Commission** has held hearings on charges of unfair methods of competition against the American Field Seed Co., at Chicago, Oct. 5 and Clarinda, Ia., Oct. 8, and against the Berry Seed Co., at Chicago, Oct. 5.

**Birmingham, Ala.**—The H. G. Hastings Co., of Atlanta, Ga., which was established 48 years ago at Palatka, Fla., has opened a branch at Birmingham for a mail order and retail seed business, the store being under the management of W. H. Letton.

**Jackson, Mich.**—Dan Parks has been made manager of the field seed department of the Isbell Seed Co., a position he held for 24 years prior to his 6 years' service as head of the seed department of McLaughlin, Ward & Co. His brother, Verne Parks, is assistant manager.

**Production of sudan grass seed** this year is officially forecast as moderately larger than last year when yield was 35 million lbs. A record crop of 55 million lbs. was harvested in 1935. An increase of 15 per cent in the Texas panhandle crop is tentatively forecast, while production in California is expected to be at least 25 per cent smaller than in 1936.

**Little Rock, Ark.**—Fifty-eight seedsmen have qualified to ship field seeds into or sell within the state of Arkansas, listed as follows by the state of residence: Arkansas—16, Missouri—11, Tennessee—9, Louisiana—5, Oregon—4, Texas—3, Oklahoma, Mississippi, and Kansas—2 each, and South Dakota, California, Maryland and Alabama—1 each.

**Lafayette, Ind.**—The changes in the Indiana seed law effective Sept. 15, 1938, as announced by H. R. Kraybill, seed commissioner, in ruling No. 4, remove from the list of noxious weeds yellow trefoil, white top, prickly lettuce and chicory, and add to the list bindweed, Johnson grass, perennial sow thistle, field pepper grass and bitter winter cress.

**Washington, D. C.**—The explanation of the mistake in shipping winter wheat seed to the Matanuska Valley settlers of the Resettlement Administration has been solved. The government purchasing office at Seattle advertised for Russian wheat with a note stating "State kind bid on," but a low bid was accepted and the failure of the bidder to state the kind was not observed.

**Jackson, Mich.**—Lou Burlingame, with S. W. Flower & Co., of Toledo, for 37 years, has been appointed manager of the seed department of McLaughlin, Ward & Co., it was announced Oct. 1 by A. L. Ward, pres. and general manager. Ivan Franz, formerly manager of the firm's branch elevator at Leslie, Mich., has been transferred to Jackson to act as assistant manager of the seed department.

**Grand Forks, N. D.**—The Greater North Dakota Ass'n has received from W. A. Andrews of Walhalla the first mature perilla seed grown in North Dakota. Experiments had failed in 1935 and 1936. In 1937 the Ass'n sent out 67 samples of seeds to farmers to determine whether it could be grown in North Dakota, as it thrives in similar climates elsewhere. It is valued as a producer of a drying oil.

were as high as 690 cheat seed and 18 wild onion bulblets per pound of pure seed. The seed had been brought in from Missouri, except 18 bags of Abruzzi rye which were grown near Paragould. The Plant Board issued notice of condemnation on 5 bags of crimson clover seed which had been shipped from Missouri to a merchant at Gravette, Ark. The shipment contained 660 cheat seed per pound of the clover seed, over twice the maximum amount allowed by law.

**Manhattan, Kan.**—The purchase recently of the west seed elevator places both of the elevators of the Arthur P. Fielding estate with the Brown-Burton Grain Co.

**Des Moines, Ia.**—A fall check on the labeling and purity of seeds is being made by Harry L. Irwin, state chemist, the 22 dairy and food inspectors having been instructed to collect samples of seed offered for sale.

**Morganfield, Ky.**—Reed Canary grass is a new forage crop that has been showing almost unbelievable production in the overflow river bottom lands of this area. An exhibit of this crop will be shown at the Tri-State Farm Products show on Oct. 18, 19, 20 at Evansville, Ind.—W. B. C.

**Milford, Ill.**—The Crow's Hibrid Corn Co. has just completed its new seed corn plant, 4 miles northwest of Milford. Plant consists of 2½-story frame building 190x48x16 ft. with peaked metal roof, concrete foundation, no basement. Power is by diesel unit to the blower fans, and gasoline unit to the hiker legs and conveyors. Capacity of plant about 2,000 bus. each 24 hours with storage capacity of 1,000 bus. ear corn, 12,000 bus. ear corn in drier, and 14,000 bus. shelled corn. A small office east houses the clerical department.—G. H. R.

## Hollywood for Florida Seedsmen

The Southern Seedsmen's Ass'n has selected the Hollywood Beach hotel, Hollywood, Fla., which is a very short way north of Miami, for its annual three-day mid-winter convention. The meeting opens on Sunday, Dec. 5, a day that will be devoted mostly to entertainment and friendly visits between the delegates. It will be a great day to get acquainted.

National seed legislation will be a prominent ass'n matter before the delegates at Monday's business sessions. Nationally known speakers will appear.

Scheduled for Tuesday is a trip thru the Florida Everglades, a section of the state that is known all over the country, and promises many revelations in growing methods to the seedsmen.

For the vacation minded, Hollywood Beach promises a happy holiday, with its surf swimming, its golf courses, its dog and horse races, and numerous other forms of entertainment.

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CRAWFORDSVILLE, IND.  
**GRAIN**  
**Clover and Timothy Seeds**  
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## RUDY - PATRICK SEED CO.

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## Iowa Seedsmen Elect Cummings

The Iowa Seed Dealers Ass'n held its annual meeting Oct. 9 in the Oak Room of the Texas Hotel at Dallas, Pres. G. Curtis Clark presiding.

Among the addresses delivered were one by S. E. Cone of Lubbock on "Bootlegging of Field Seeds by Trucks"; by Lane Wilson of Shreveport, La., on "State Seed Councils and County Agent Buying"; R. V. Miller, on "Seed Certification in Texas," whose paper is excerpted elsewhere in this number; Reed S. Lehmann, Robstown, Tex., on "Price Structure of Seeds"; Walter Baxter of Corpus Christi, Tex., on "Should Garden or Field Seed Be Consigned?"

The treasurer's report showed expenses since June, 1936, of \$66.39, and a balance of \$114.38 on hand.

In the absence of J. M. Meredith, sec'y, on account of illness, Mrs. A. V. Lawrence of the Magnolia Seed Co., Dallas, acted as sec'y.

After a sumptuous luncheon in an adjoining room the following officers were selected: Pres., A. E. Ruhmann, Waco; vice pres., M. D. Mossteller, Austin; sec'y-treas., Mrs. A. V. Lawrence; directors, A. E. Ruhmann, M. D. Mossteller, A. V. Lawrence, Curtis Clark, A. J. Biggio, Dallas; John Martin, Houston; and S. E. Cone.

## Imports of Forage Plant Seeds

Imports of forage plant seeds during September and during the three months ended Sept. 30, compared with the like periods in 1936, as reported by the Buro of Plant Industry, have been as follows, in pounds:

	September 1937	1936	July 1 to Sept. 30 1937	1936
Alfalfa	33,500	11,100	141,700	11,100
Bluegrass, Can'da	3,100	17,500	3,100	17,500
Brome, smooth	35,200	61,600	38,200	93,600
Clover, alsike	100,500	267,400	100,800	267,400
Clover, crimson	716,300	1,808,000	1,432,300	4,577,700
Clover, red	199,000	216,300	316,500	246,300
Clover, white	211,500	126,300	425,700	265,600
Grass, orchard	22,400	287,500	33,900	840,600
Millet, foxtail	.....	.....	5,200	.....
Mixture, alsike and timothy	11,000	.....	11,000	.....
Rape, winter	181,500	852,400	297,000	6,208,800
Ryegrass, Ital'n	131,600	8,800	137,100	13,300
Ryegrass, peren'l	54,200	86,500	167,600	185,600
Vetch, com'n	1,022,200	.....	1,538,100	.....
Vetch, hairy	1,082,400	784,800	5,004,600	784,800
Vetch, Hungar'n	176,000	.....	262,000	.....
Bentgrass	4,400	.....	6,200	1,200
Bluegrass, annual	.....	.....	.....	1,500
Bluegrass, rough	79,900	9,800	81,000	24,300
Bluegrass, wood	1,100	500	1,100	500
Clover, suckling	4,300	4,200	4,300	11,000
Dogtail, crested	600	200	3,500	2,400
Fescue, Chew'gs	55,100	259,600	260,700	530,600
Fescue, other	15,300	40,500	24,000	47,300
Grass, Dallis	.....	6,200	25,600	7,100
Grass, rescue	1,100	.....	1,100	300
Grass, Rhodes	12,500	.....	14,300	1,900
Medick, black	9,100	4,400	11,600	6,400
Mixture, grass	.....	1,500	.....	1,500
Sweetclov., wh.	137,300	112,500	1,274,600	274,700
Sweetclov., yel.	65,100	17,700	279,800	33,000
Wheatgrass, crested	7,800	6,700	15,500	6,700
Wheatgrass, slender	.....	25,500	.....	25,500

**Sioux City, Ia.**—Hearings will be held here Oct. 18, 19 and 20 by the sub-com'ite of the Senate Agricultural Com'ite collecting data for farm aid legislation. The chairman of the sub-com'ite is Senator McGill of Kansas.

**The A.A.A.** is requiring cotton growers to furnish date of sale, name and address of grower and buyer, number and weight of bales sold and signature of buyer for all cotton sold on the 1937 crop, to entitle them to the subsidy of 3 cents per pound on 65 per cent of their crop.

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all kinds of

## FARM SEEDS

Send samples for highest bid  
to our nearest office:

SIOUX CITY, IA. IOWA CITY, IA.  
NORFOLK, NEB. MANKATO, MINN.  
SIOUX FALLS, S. D. CARROLL, IA.  
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## MICHAEL-LEONARD SEED CO.

formerly Sioux City Seed Co.

## Texas Certified Seed Program

By R. V. MILLER

The Texas Field Seed Certification Law was passed in 1923 and became effective in 1924. The Law merely provides for legal means by which any field crop may be registered and certified upon voluntary application, compliance with the prescribed standards and payment of the inspection and application fees.

In all of the crops, several inspections are made on every seed project each season, the first prior to or at planting time and the second at the time the crop is matured. This inspection is possibly the most important since it is at this time varietal purity counts are made, inspection for weeds and diseases, a close check on breeding and increase blocks and on mechanical equipment such as gins, warehouses, threshers, shellers and seed cleaners. A third inspection is made while ginning or threshing is in progress and subsequent inspections are made and seed samples for germination tests are drawn while the seed are in storage, and are being recleaned. In this connection, minimum requirements for germination are set forth in the regulations.

In 1936, 23 firms were issued license to produce registered and certified cotton seed on approximately 65,000 acres. These 23 firms operated 28 seed producing units. This season, we have 29 firms operating 43 seed producing units, with an aggregate of 125,000 acres, and an indicated production of one and one-quarter million bushels. Texas cotton seed enjoy wide markets. We have the distribution information available for the 1936 crop of seed produced by the 23 breeders and growers, together with seven additional firms who applied for inspection this season. The total seed sold amounted to 640,664 bushels, of which 510,657 were shipped to various points in Texas.

The grain and sweet sorghum certification program is next in importance and has shown somewhat the same growth and expansion as indicated in the cotton seed program. This season, we have 19 firms qualified with an aggregate acreage of slightly more than 2,200, with an indicated production of two and one-half million pounds. The varieties certified include Dwarf Yellow Milo, Double-Dwarf Milo, 60-Day Milo, Quadroon, Wheatland, Sudan, Hegari, Kafir, Sumac, Medium Dwarf Sumac, Dwarf Sumac and Spur Feterita. The sorghum group includes one association of five members producing certified Texas Scarborough Dwarf Broom Corn, a strain selected and pure-lined several years ago by the Agricultural Experiment Station at Beeville.

The certified growers are producing Quadroon for the first time this season. I am sure that you are all familiar with this new hybrid variety, developed by the Experiment Station. It is a milo-kafir cross, back-crossed on milo, giving a plant which is  $\frac{3}{4}$  milo and  $\frac{1}{4}$  kafir. It is a straight neck yellow-seeded variety and shows a great deal of promise for Texas conditions.

The price schedule is so arranged that, for example, an individual farmer in Dallas, San Antonio or Corpus Christi wishing to buy three or four hundred pounds of sorghum seed, could, because of the difference in freight rates and the higher prices asked for small orders by the growers, purchase the same seed from a seed firm in Dallas, San Antonio or Corpus Christi for \$1.00 to \$1.75 per hundred pounds less than he could order direct from the same grower who possibly produced the seed and furnished them to the car-lot buyer.

This season our list shows certified seed of several of the new varieties developed by the Experiment Station, and includes Yellow Surcropper, Surcropper Sugar, Golden Thomas, Yellow Tuxpan together with Laguna and Horton, which are bred and produced by individuals and we will also list the

Experiment Station as a source of Registered Texas Golden Prolific, Golden June and Honey June Corn.

Our list of small grain seed growers this season shows seven individuals and associations producing Nortex Oats, 4 producing Tenmarq Wheat, one Turkey Red Wheat and one grower of Missouri Early Beardless Barley. As in the case of Sorghums and Corn, our principal source of foundation seed stocks for these crops is from the Experiment Stations.

## Meeting of Mail Order Seedsmen

The American Seed Trade Ass'n's mail order and retail store group held its fall meeting Oct. 1 and 2 in the Palmer House, Chicago.

Chairman H. G. HASTINGS of Atlanta, Ga., in his address to the 50 seedsmen present said in part:

The most prominent commission box house in the country is stepping up the price of 50 per cent or more of their vegetable seed items from 5 cents to 10 cents per packet. All this is encouraging. It shows a trend in the right direction.

Some of you may have seen the report of the Dun-Bradstreet survey of some of the seed business, covering 1935-1936. In 1935 business—33 stores reported; on 1936—28 stores. Of the 28 stores reporting on 1936—11 only made any profit. In the 1935 operations of the entire 33 stores the average net per cent of profit was 1.7 per cent. In the 1936 operations the average net per cent was 3.1 while the average net per cent of the 11 profitable stores out of the 28 was only 4 per cent. Another interesting fact brought out in this survey is that sales on credit increased from 30 per cent to 40 per cent in one year.

Available and correct statistics of the seed trade are scarce. The figures quoted are evidently from what we may term local or over-the-counter seed stores. I doubt whether the showing of the mail order seed houses in recent years would be very much different from the above. It all shows that the industry is in bad shape and it's our job to diagnose our illness, and so far as is within our individual power, start to set our own houses in order just as rapidly as we can do so.

**Raising Prices.**—We all know that we cannot rebuild in one year the price structure that we have so ruthlessly torn down in the last six or seven years. It is necessarily going to be a relatively slow job. Varying competitive conditions exist in different parts of the country. What is perfectly feasible to one seedsmen in one part of the country is not feasible in another section. However, I believe that we can at least begin to rebuild the foundation of our price structure.

With the general price trend upward in practically all other commodities and kinds of merchandise it ought not to be an undue task to stiffen prices of seeds generally in at least a modest way. Unless we do, with the increase in cost of practically every other item that enters into the expense of doing business, we are headed for a deeper dive into the red ink and well along the road to the bankruptcy of the grower and wholesaler.

**Prices** received by farmers for wheat during the first seven months of 1937 were 209 per cent of the average for 1932, while the retail price of bread increased only 21 per cent, according to the National Industrial Conference Board. In several other leading items such as beef, eggs, milk, pork and potatoes retail advances also have lagged far behind the advance paid to farmers, indicating that if prices received by farmers are to remain at current high levels there must be a big advance in distribution charges, with still higher prices to consumers.

## Illinois Grain Buyers Hold Grain Show

Good will in a trading territory may be courted thru civic interest, believe the Assumption Elevator Co., and the Dunkel Grain Co., of Assumption, Ill. This conviction led the firms to organize a grain show for the Assumption trade territory during the town's homecoming celebration Sept. 8-11, inclusive.

Handbills distributed ahead of the celebration said:

"ATTENTION FARMERS! Who live within the trading territory of Assumption. In appreciation of the past business given us by this community and the advancement of better grain for seed purposes, we are offering the following prizes for wheat, oats and corn, exhibited during home-coming, Sept. 8-9-10-11."

Prizes listed for wheat were \$1.50 and \$1 for the best showing of one peck of soft wheat, and the same for the best showing of one peck of hard wheat.

For oats, first and second prizes of \$1 and of 50c for the best one peck showings white and "any other variety," respectively, were listed.

Corn prizes were divided into Junior and open classes. In the Junior class, for competition between boys and girls 18 years old or under, were named first prizes of \$2.50, \$2.50, \$1.50 and \$1.50, and second prizes of \$1.50, \$1.50, \$1, and \$1 for the best 10 ears of white corn and of yellow corn, and the best single ears of white corn and of yellow corn, from the 1937 crop, respectively.

In the open classes on corn, prizes of the same size were offered for the same kind of exhibits. Also in the open classes a prize of \$1 was listed for the largest and heaviest ear of corn.

No professional exhibitors were allowed in the prize money. The exhibit was held at Sloan's Implement Store, and Clarence Curry was named judge. Prizes were paid at the main office of the Assumption Elevator Co. and the Dunkel Grain Co.

A letter from the Assumption Elevator Co. advises that the show was a great success, that "while we did not show any increase in business for the week, since at the time there was no movement of grain or soybeans, we feel the grain show helped materially to create good will and cordial relations between ourselves and the farmers" of the Assumption trade territory.

**The A.A.A.** announced Oct. 6 that hearings would be held at Denver, Pueblo, Scotts Bluff, Billings, and Toledo on the wage rates to be paid farm laborers in harvesting this year's sugar beet crop.

## Seed Movement in September

Receipts and shipments of seeds at the various markets during September compared with September 1936, in bushels, except where otherwise indicated, were:

	FLAXSEED		Shipments		
	Receipts	1937	1936	1937	1936
Chicago	148,000	37,000	75,000	35,000	
Duluth	351,267	197,776	790	169,226	
Ft. William	11,858	161,422	...	28,715	
Milwaukee	...	99,912			
Minneapolis	1,673,000	138,000	60,200	183,920	
Superior	215,020	164,484	...	443,902	
	KAFIR AND MILEO				
Hutchinson	1,300	1,300			
Kansas City	68,600	67,200	43,200	28,800	
St. Louis	18,200	19,700	16,800	2,600	
Wichita	...	18,200	...	13,000	
	CANE SEED				
Ft. Worth	...	5,200	...		
Kansas City	1,400	2,800	...	600	
	SORGHUM				
Ft. Worth	131,600	107,800	82,600	116,400	
Chicago, lbs.	266,000	165,000	300,000	108,000	
Milwaukee, lbs.	558,889	34,028	...	...	
	CLOVER				
Chicago, lbs.	1,598,000	1,273,000	3,507,000	857,000	
Milwaukee, lbs.	3,274,242	958,710	...	...	
	TIMOTHY				
Chicago, lbs.	54,000	93,000	48,000	90,000	
Peoria	3,600	2,400	...	...	
St. Louis	22,400	...	...	...	
	SOYBEANS				

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### Grain & Feed Journals

Consolidated

332 S. La Salle St.

Chicago, Ill.

# Feedstuffs

**Kansas City, Mo.**—The Board of Trade on Oct. 4 adopted changes in its rules permitting deliveries of milfeeds on future contracts either the first or second day after notice of intentions is given. It was also voted to prohibit trading the last three business days of any current month.

**The vitamin G complex** is slowly but surely yielding its secrets. Two of its components (lacto-flavin and nicotinic acid) are now known by their chemical names. As more of the factors involved are isolated and their effects studied, it becomes possible to arrive at more accurate conclusions with regard to the others in the complex.—C. W. Sievert.

**Seattle, Wash.**—The Washington pilchard fishing business, though one of the youngest businesses, is already worth \$100,000. Catches of 13,114,000 pounds of the tiny fish were turned into meal and oil last year. Two reduction plants, one at Aberdeen and the other at Cosmopolis, transformed the overgrown sardines into butter substitutes, shortening, soaps, fertilizers, poultry feed and paint bases.—F. K. H.

**Since scientists** and nutritional experts advise us that vitamin A is an unstable feed factor, oxidizing into non-existence in degrees that vary with the time and storage conditions under which it is exposed to air, wise grain and feed dealers might find it profitable to mix into fresh ground and mixed formulas a portion of a vitamin A concentrate. Apparently only in freshly mixed feeds, reinforced with vitamin A carriers, can the feeder feel assured that his chickens or livestock will receive a quantity of vitamin A sufficient to protect them from deficiencies.

**Sacramento, Cal.**—The California Hay, Grain & Feed Dealers Ass'n is striving to have the state board of equalization eliminate the 3% sales tax on feeds, as unjust to the 92,774 poultry owners in the state. The backyard producers complain because, trying to be thrifty by keeping a cow or a few chickens, they have to pay the tax on feed to produce items that the public may go to the grocery store and purchase tax free as food. Naturally, the eggs consumed by the family of a commercial producer are tax free. The feed dealers are satisfied collecting the tax on all other items handled by them, but object to the segregation of these small sales, with the mass records, exemption certificates, etc. They face customer irritation when they have to decide a customer is a backyard producer and tax him as against his tax free farmer neighbor.

### Eastern Federation Holds Outing

Everybody had a good time at the 2-day outing of the Eastern Federation of Feed Merchants held Sept. 20 and 21 at Buckwood Inn, Shawnee-on-Delaware, Pa.

Golf, horseshoe pitching were the main attractions, and prizes were awarded in other competitions.

Albert J. Thompson, pres. of the Federation, presided at the dinner where Professor Leroy J. Koehler spoke on "The Constitution." A. W. Carpenter urged the observance of National Feed Week.

Retailers held a round table meeting Tuesday morning, and listened to Samuel M. Golden's plea for more members, to Chas. A. Thompson on "The Heifer and the Traveling Salesman," F. C. Dan'els, telling of the Co-operative Feed Dealers, Inc., of which he is vice pres.

A resolution was adopted opposing the Black-Connery wage and hour bill.

### Feed School at Cornell

Feed manufacturers and distributors and others are invited to attend a 3-day school of instruction Oct. 26 to 28 at Cornell University, Ithaca, N. Y., conducted by the departments of animal husbandry and poultry husbandry.

Well known authorities on nutrition are on the program as speakers.

Information on registration and program may be obtained by addressing Dr. L. C. Norris, department of poultry husbandry.

### Feed Inspection in Connecticut

E. M. Bailey, chemist in charge, in his just-issued report on feedingstuffs inspection in Connecticut for 1936 reports that 1,331 samples were examined.

A summary of the results of the inspection and analysis of the official samples other than dog feeds is as follows: Total number of samples, 822. Samples deficient in: one item 93, two items 9, three items 1. Percentage of samples meeting guarantees in all respects 88, total guarantees made 2,453; guarantees not met: protein 34, fiber 24, fat 56. Percentage of guarantees met 95.

Dr. Bailey says, "Dog feeds have not heretofore been included in our annual inspection of feeding stuffs. The growth of this industry and the number of brands available make it desirable to include such feeding stuffs in regular inspections.

Regulation concerning both vitamin D carriers and dog feeds are contemplated. For the current year, at least, no registrations of these products are required."

### New Feed Trade Marks

**Pratt Food Co.**, Philadelphia, Pa., has filed trade mark No. 394,634, "Kibbies," for dog food.

**Wisconsin Milling Co.**, Menomonie, Wis., has filed trade mark No. 394,765, "Kaga," for stock feed.

**Morrow Milling Co.**, Carthage, Mo., has filed trade mark No. 392,102, "Moco," for dog, stock and poultry feeds.

**H. R. Snow**, doing business as Snow Brokerage Co., Los Angeles, Cal., has filed trade mark No. 395,155, "Snowline," for alfalfa leaf meal.

**Old Fort Mills, Inc.**, of Marion, O., has filed trade mark No. 390,466, representation of the face of a clock, the words "Old Clock" above it, for livestock and poultry feed.

**Solon O. Richardson, III**, doing business as Old Glory Farms Co., Pemberville, O., has filed trade mark No. 389,377, "Old Glory Farms" for eggs, poultry, live stock feed, and poultry feed.

**General Mills, Inc.**, Minneapolis, Minn., has filed trade marks Nos. 383,165 and 383,166, for poultry and dog foods, respectively. The first is the words "Chick Builder"; the second, a triangular background for the word "Larro."

**Dan Dawson**, Harveysburg, O., has filed trade mark No. 393,530 for prepared, medicated hog food with special open formula ingredients, a representation of three hogs, hungrily interested in a sack of "Dawson's Medicated Hog Food."

**Southern States Cooperative, Inc.**, doing business as Southern States Cooperative Mills and Southern State Mills, Richmond, Norfolk, and Roanoke, Va., and Baltimore, Md., has filed trade mark No. 387,521, a triangular background for "Southern States Cooperative SCS Quality," for dairy and poultry feed.

# The GRAIN DEALERS JOURNAL

## Feed Men Hear About Feed Week

"We had better give our support to one strong organization than to create a series of small organizations. Then we can get some place," declared E. C. Dreyer, St. Louis, chairman of the Feed Trades Relations Council, of the Grain & Feed Dealers National Ass'n, presiding at the feed men's luncheon at noon on Oct. 12. Mr. Dreyer reviewed the history of organization among the feed distributors.

O. F. Bast, Minneapolis, newly-elected pres. of the Grain & Feed Dealers National Ass'n, was introduced and took a bow.

Dave Steenbergh, Milwaukee, father of National Feed Week, explained that feed dealers all over the country are plugging National Feed Week with newspaper advertising, feature articles in country newspapers, and special features at their stores that are calculated to make the farmers feed conscious. National Feed Week is being featured on the radio programs of several major feed companies, and the National Farm and Home program that is broadcast over 70 stations.

Mr. Steenbergh read one of the radio broadcasts that show how feeds make possible the outstanding production of milk, meat, and poultry products that have been recorded by feeders in this country.

Floyd Oles, Seattle, Wash., reviewed some of his experiences with labor difficulties on the Pacific Coast. The future promises to increase our legislative difficulties, declared Mr. Oles, and it is only thru strong trade ass'n that we may be in a position to deal with them.

G. G. Steere, Van Nuys, Cal., explained the Modesto plan of group organization among the feed dealers in California showing how it settled purely local problems in a local way. Labor organizers are busy among the big mills, he said. "We must face increased labor costs and find some way to pass them on."

F. W. Lipscomb, Springfield, Mo., reviewed the recent labor strike at the Lipscomb plant that was widely publicized. Industry has brought its labor troubles upon itself, he believed. "Knowing the names of the children of employees, remembering birthdays, getting acquainted with the employees in the plant," he said, "will do much more than anything else to win the confidence of your men and make organization by outsiders difficult."

E. C. Parker, Washington, D. C., head of the grain standards division of the federal Department of Agriculture, declared the object of the grain sampling and inspection departments is to give quick and accurate service to all interests in the trade.

### Assay of Flavin

Dr. T. H. Jukes of the University of California shows in the Journal of Nutrition that present methods of flavin assay have been inaccurate because the basal ration was not always adequate in "filtrate factor." The vitamin factor referred to as "filtrate factor" by the California research workers is also known as the "anti chick pellagra factor." It has been shown to be strongly growth-promoting.

Dr. Jukes has previously published a table of "filtrate factor" values, showing that this growth and anti pellagra factor is present in grains and grain products as well as milk, alfalfa, yeast and also in molasses. In this article he shows both the "filtrate factor" values and also the "lacto-flavin" content of several materials that are fairly rich in lacto-flavin. The following table shows these results on some commonly used feed ingredients:

Materials	Content		
	in Units per Gram	Filtrate Factor	Lacto-flavin
Dried young alfalfa shoots...	1.0	9.0	
Dried lawn clippings.....	0.2	8.0	
Dried skim milk .....	3.0	9.0	
Alfalfa leaf meal .....	1.3	6.0	
Dehydrated alfalfa meal .....	3.0	8.0	
Peanut meal .....	3.5	1.1	
Cane molasses .....	6.0	Not detected	

## Replaced Heavy Hammers With Light Blades

By OBSERVER

IVAN WERDER, manager of the Archbold Seed & Feed Co. at Archbold, O., has replaced the medium to heavy hammers on his hammer mill with light blades, using two of these blades, with a washer between them, in place of one hammer of the original type. Only one-third of the hammer connections on the mill's rotor have been filled, the thin blades being staggered evenly on the rotor, to maintain its balance.

"Filling only one-third of the hammer spaces," claims Mr. Werder, "leaves space into which the material being ground can bounce, and be cut by the blades instead of being whirled around and around in the mill until incoming material forces it thru the screen.

"This is no saving on hammers. The blades wear out in about one-third of the time that they do when all of the hammer spaces are filled. But since only one-third the number of blades are used the blade cost remains constant.

"The saving comes on the speed of grinding, and reduced strain on the motor, when grinding light material like oats thru a fine screen. The reduction in the number of hammers increases the flow of light materials thru the mill at a lower cost for power.

"Heavier materials, like ear corn, being ground thru a coarse screen, would naturally require heavier hammers, and doubtless more of them, for grinding efficiency."

### Manchurian Soybean Crop Above Last Year

The first official estimate of the Manchurian 1937 soybean production places the crop at 165,000,000 bus, compared with the revised estimate of 152,000,000 bus. for the 1936 harvest, according to a radiogram received from the Shanghai office of the Bureau of Agricultural Economics. The above estimate for this year was based on the condition as of July 1. Growing conditions since that time were reported favorable.

Total exports of Manchurian soybeans, bean cake, and bean oil from October to July, 1936-37, amounted to 2,900,000 short tons, compared with 2,974,000 for the corresponding period in 1935-36. Slightly over 50 per cent of the Manchurian soybean exports were shipped to Europe.

largely to Germany. Japan, the leading market for bean cake, purchased about 80 per cent of the exports during the 1936-37 season. Europe is the principal market for bean-oil exports. Manchurian exports to the United States from October to May of the 1936-37 crop year amounted to 34,000 short tons of bean cake and meal and 4,400 tons of bean oil as compared with 38,000 and 4,900 tons, respectively, for the same period during 1935-36.

#### Soybean Exports and Surplus (in Short Tons)

Item	Exports		Unexported surplus	
	October-July	July 31	1935-36	1936-37
Bean cake and meal	1,000	1,000	1,000	1,000
Beans .....	1,952	2,066	96	525
Bean oil .....	81	66	2	16
Bean cake and meal	941	767	24	280

#### Price Per Pound of Soybeans

Item	July 31, 1936		July 31, 1937	
	Cents	Cents	Cents	Cents
Beans .....	1.79	1.60	1.61	1.61
Bean oil .....	4.96	4.50	4.71	4.71
Bean cake .....	1.22	1.10	1.12	1.12

Soybean prices at Dairen July 31 were \$42.22 per short ton, c.i.f. Europe for August shipment, and for bean oil \$111.10 per short ton. Dairen wharf stocks of beans at the end of July totaled 155,000 short tons, or considerably above stocks of a year ago.

## EAR CORN AND SMALL GRAIN HAMMER MILL FEEDER



Crushes, mixes and feeds uniformly. Accurate flow control. Safety shear pin protection against tramp metals and stones.

Nickle Engineering  
Saginaw, Michigan

## Triple XXX

### Alfalfa

### Meal

*Use more of it—it's healthful*

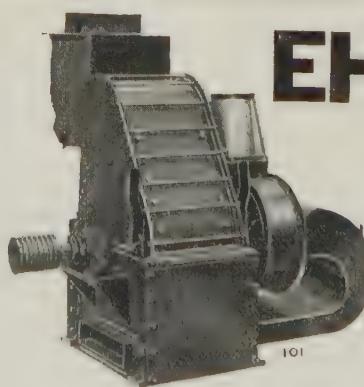


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MERCHANTS EXCHANGE  
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## EHRSAM FEED MILL MACHINERY



The EHRSAM HAMMER MILL

Extra heavy construction

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Strongly built

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Write for Literature

**J. B. EHRSAM & SONS MFG. CO.**  
ENTERPRISE, KANSAS

Chicago Sales Representative—W. H. Kent, 549 W. Washington Blvd.

## Getting the Most from a Hammer Mill

Not long ago an item appeared in the Indiana news columns of the Journals stating:

Garrett, Ind.—Alert employees and the Garrett fire department saved the Stump Grain & Coal Co. from serious loss on Aug. 21, when the motor on a hammer mill in the basement burned out and started a flame. The damage was confined principally to the burned out motor.

Hammer mill engineers and manufacturers know and many grain dealers realize that a hammer mill works most efficiently and grinds its maximum capacity if the feed into the mill is controlled just under the point of strain on the electric motor. Under-feeding wastes a portion of the power that goes into whirling the mill's rotor; over-feeding chokes the hammers which then carry a good portion of the feed material around and around in the mill until the load is reduced and the screen cleared. Over-feeding slows down the rotor, reduces the mill output, throws a severe overload on the motor, and often results in motor burn outs, with attendant high replacement costs.

Unfortunately elevator power bills are one of the things that causes the management to gasp at the end of the month and wonder why it costs so much to run a country elevator, then pay the bill, may be kick to the power company about its rates, and do nothing more, except continue haphazard and wasteful use of electricity.

Without a feeder attachment most hammer mills are consistently over- or under-fed, simply because a man's judgment is seldom an accurate measuring device. In either case the output of the mill is reduced and power is wasted. Many a hammer mill operator has complained that the mill he bought does not have the grinding capacity promised by the manufacturer, when the real trouble has been failure to feed the mill at its peak of efficiency.

A controllable crusher that evenly proportions the flow of materials into the grinder is

the answer for the hammer mill user who is interested in minimizing his power bills, and getting the most out of his mill. In connection with such a device an ammeter should be wired to the mill motor and located at a point where the operator can keep an eye on it. The ammeter will measure the amount of current the motor is drawing. If the peak efficiency of the mill and motor are known the proportioning feeder can be opened to a point just below this peak, and the feed of materials into the mill will be maintained at a safe speed that will give maximum output, yet never overload the motor. Changes in the character of the material that affect operation of the mill will be registered immediately on the ammeter, so that adjustments of the feeder can be made quickly.

Some mutual insurance companies do not write policies covering electrical hazards, so a burned out motor is the policyholder's own risk. As a result most Michigan hammer mill users protect their mills and mill motors from overloads thru use of an ammeter that flashes a warning light whenever the electrical loads passes a predetermined point of safety.

Unquestionably crushers ahead of hammer mills and ammeters that accurately measure the safe peak point of efficiency when the mills are in operation are the principal reasons for the almost total absence of news about hammer mill motors burning out in the state of Michigan.

**"It is not** the purpose of the commodity exchange administration to place prohibitive restrictions around futures trading or to interfere with legitimate activities. Such activities would drive speculation from the futures markets into the cash markets with most serious consequences. Equally serious would be the result of closing the futures markets for hedging purposes. Merchants and dealers would be forced to assume speculative risks and in turn would pass such increased costs along to producers and consumers"—J. W. T. Duvel, chief, Commodity Exchange Administration.

## Pennsylvania Millers and Feed Dealers Meet

PRES. A. R. SELBY of the Pennsylvania Millers and Feed Dealers Ass'n at the annual meeting Oct. 1 and 2 at Atlantic City, N. J., in his annual address pointed out the many varied problems facing millers and emphasized the growing need of trained and skilled men in the milling industry. He stressed the importance of impending legislation and the list of newly imposed taxes, pointing out that more than ever was it becoming imperative for millers to carefully watch operating costs. The growth of the organization was also reviewed by Mr. Selby, who announced that 25 new members had been added during the year.

H. R. RICH, entomologist, spoke on "Insects Commonly Found in Grain." He divided these into four groups, namely, beetles, weevils, moths and mites. He described various means of eradicating them, and used a number of illustrations to emphasize the points he brought out.

JOHN FRAZER, of the grain inspection department of The Bourse, Philadelphia, showed the equipment that is used in grading grain, and urged the millers to use more care in selecting their wheat.

OFFICERS elected for the ensuing year are L. H. Vermilya, Muncy, Pa., pres.; S. H. Rogers, Washington, D. C., first vice pres.; H. W. Menchey, Lancaster, Pa., second vice pres.; E. J. Eshelman, Lancaster, Pa., treas. Directors: W. B. Barnitz, Carlisle, Pa.; A. R. Selby, Germantown, Md.; R. M. Hartzel, Chalfont, Pa.; S. P. F. Kline, Boonsboro, Md.; J. E. Lentz, Laurys Station, Pa.; R. C. Miner, Wilkes-Barre, Pa.; W. H. Harlacher, Highspire, Pa.

George A. Stuart, of Harrisburg, Pa., was again elected sec'y.

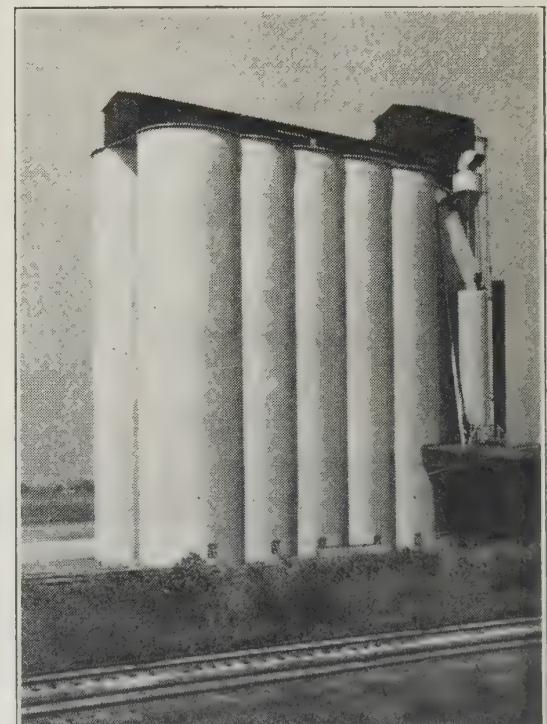
Farm loans of federal agencies aggregate about \$2,800,000,000.

# A new SOY BEAN MILL to serve entire Middle-West

Recently completed and now in service is the modern new plant of Swift & Company located at Champaign, Illinois—in the heart of the soy bean-producing region. Capable of crushing more than a million bushels of soy beans per season, this efficient plant will enable Swift & Company to further extend its services to the feed industry.

From the soy beans, Swift & Company will manufacture soy bean oil, to be used in the manufacture of its nationally known shortenings and salad oils—and Soy Bean Oil Meal—to be marketed as feed.

When in the vicinity, visit this modern mill. Available there is the same courteous, efficient service which has been so instrumental in making Swift & Company one of the outstanding companies in its field.



**SWIFT & COMPANY**

Soy Bean Mill

Champaign, Illinois

# Modern Handling Facilities of Michigan Feed Plant

A gala opening day was held late in September by the Cutler-Dickerson Co., at Adrian, Mich., to celebrate completion of its new elevator and feed mill. The plant was opened to public inspection, and visitors were given opportunity to see how grain is handled and feeds prepared with modern machinery.

An 8-page section in the local newspaper two days before the opening had four pages devoted to Cutler-Dickerson advertising of feeds and farm specialties, photographs of the new plant, both inside and out, and opening day announcements. It brought out a county wide gathering of farmers and farmers' wives, as well as feed buying townsmen.

"Segregation of plant activities, and continuous mechanical handling of grains and feeds were the two thoughts kept closely in mind by both ourselves and the contractors, Burrell Engineering & Const. Co., during the building of this new concrete grain elevator and feed mill," explained G. E. Cutler, head of the company, as he unfolded blueprints.

"Concrete was selected for the construction material, because it is fireproof and earns lowest fire insurance rates. In the grain elevator division all of the spouting and leg casings are of steel, but in the feed mill section we used wood floors, only because the feed business is still going thru some changes. The future may see development of new feed grinding and mixing machinery as new methods and new feeds are developed. Necessary changes in equipment can be made much more easily on a wood floor than they can on concrete."

The new elevator towers 102 ft. above ground level. The 16 ft. basement rests on a heavy slab 12 ft. below the ground level to support this 20x32 ft. structure. Attached to one end of the elevator and built integral with it is the 20x28 ft. two story and basement feed mill, also resting on a heavy concrete slab, and having a pit 6 ft. 6 inches deep below the basement floor for shelling and grinding machinery and receiving leg boots.

At basement and work floor openings between these integral buildings are heavy fire doors, metal clad, and balanced with weights for easy operation. At the openings from each of these divisions into the 60x90 ft. frame, fire-proof shingle clad, maple floored warehouse, are similar fire doors. On the opposite side of the elevator and feed mill building from the warehouse, is the receiving driveway, consisting principally of a concrete roof that extends 25 ft. across an alleyway from the elevator and mill building to a factory building that butts against the south end of the Cutler-Dickerson property. The half of this driveway space adjoining the elevator and mill has a concrete floor, separate receiving pits for each division of the plant, and the 22 ft. deck of a 15 ton Fairbanks truck scale, which has its full capacity, type-registering beam located inside the adjacent wall of the elevator's work floor.

Under the driveway roof are the extra long supporting rails of a McMillin overhead truck-lift, so designed that it can be moved to empty truck loads of grain into either the elevator receiving pit or the feed mill pit.

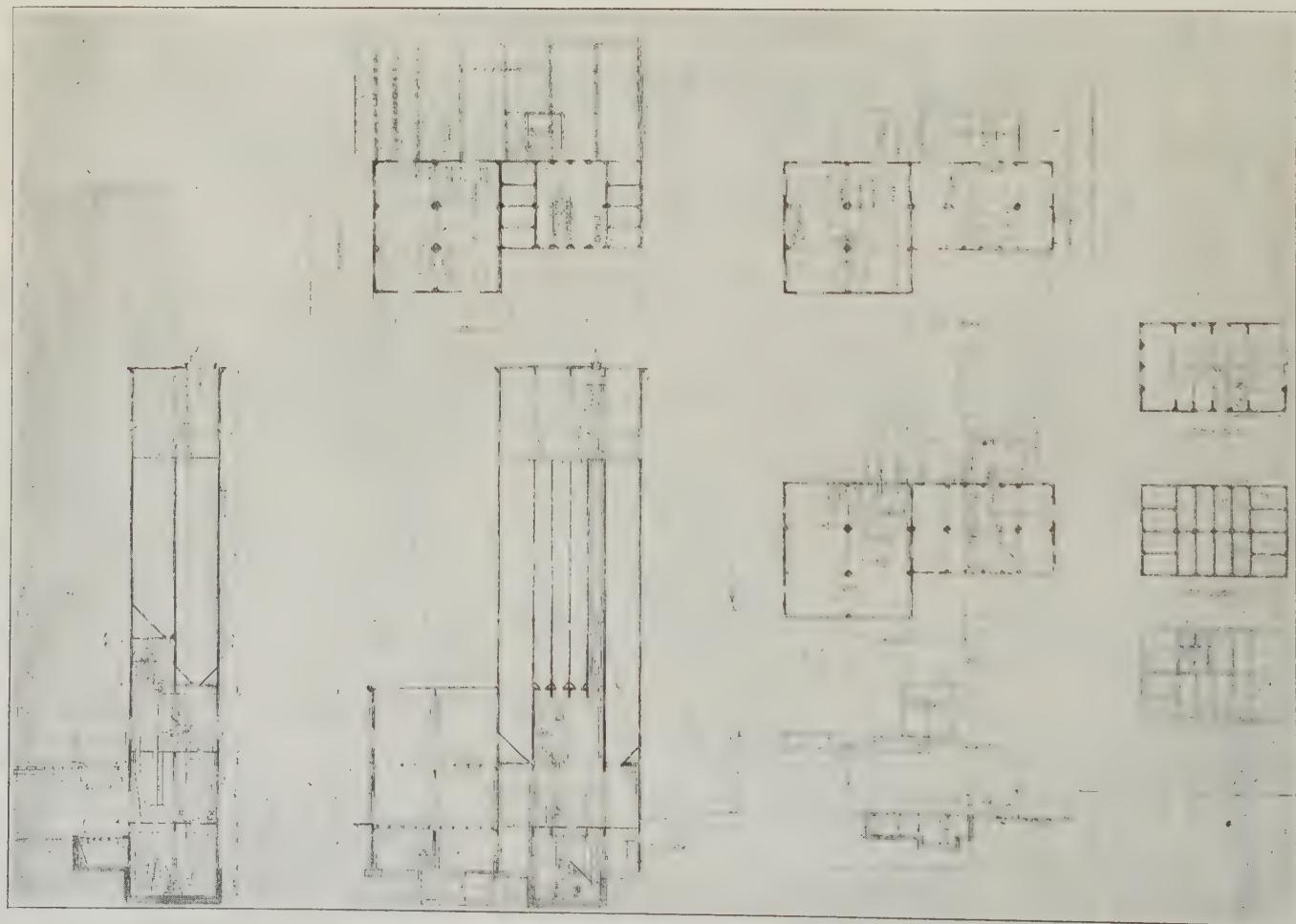
Any description of the new Cutler-Dickerson plant naturally breaks into two divisions, the elevator and the feed mill, each of which is served from the driveway, and each of which is joined on the opposite side by the company's principal warehouse, at the front of which is the company's three room office.

The storage capacity of the grain elevator is 25,000 bus. in 15 overhead bins, all hopper bottomed. The eight outside bins above the work floor are 52 ft. high. The seven inside bins are a few feet shorter to make room for a cleaner floor above the work floor.

Four of the bins at one end of the elevator and two at the other end, can be drawn off thru truck loading spouts in the driveway. Sacking spouts are also provided from the bins at one end of the elevator.

A two-speed Western ear corn drag carries grain from the receiving pit under the scale deck in the driveway to the elevator's receiving machinery. Ear corn moves into a No. 23 Western corn sheller that will handle 800 bus. per hour, where it is shelled before cobs and shelled corn are dropped into the boot of the receiving leg, a relatively short, steel encased leg with 7x14 inch Calumet high speed buckets on 10 inch centers, that hoists grain to the cleaner floor, passing it into a hopper above the big Eureka combination grain cleaner, a 1,000 bu. per hour machine. This machine separates the cobs and the dust from the shelled corn, drops the shelled corn into the 150 bu. steel hopper of the Fairbanks hopper scale on the elevator work floor, drops the cobs into the boot of a short cob leg for elevation and spouting into a steel cob bin on the driveway roof, and blows the dust into a cyclone topped steel dust bin beside the cob bin on the driveway roof.

Small grain received at the elevator is bypassed around the sheller in the basement, moving direct to the boot of receiving leg for ele-



Longitudinal and Cross Sections, Floor and Bin Plans of Cutler-Dickerson Co.'s Feed Plant at Adrian, Mich.  
[See outside front cover page for exterior.]

vation to the grain cleaner, which spouts cleaned small grain to the hopper scale, and directs the tailings into a sacking spout.

From the hopper scale, which may receive grain from all of the elevator bins as well as the cleaner, grain is dropped into the boot of the loftier leg in the basement. This steel encased loftier leg has 9x5 inch Calumet high speed buckets set on 8 inch centers, and elevates grain at a maximum speed of 2,000 bushels per hour to the turnhead over the bin floor at the top of the elevator for distribution to any desired bin, or to the feed mill or to the 8 inch loading spout for loading cars on the D. T. & I. switch track. From almost the same point on the switch track inbound carloads of bulk grain (sometimes the company ships carloads of oats or corn) are unloaded into a carload receiving hopper which spouts the grain directly into the receiving leg.

All of the elevating belts are rubber covered, and are carried over rubber covered pulleys, running on ball or roller bearings. The motors that pull the legs are totally inclosed, and fan cooled. Each is backgeared and direct connected to the head shaft, except the 7½ h.p. motor on the loftier leg. The latter drives the head shaft at a speed of 41 r.p.m. thru a speed reducer.

Motors on the receiving separator, the corn sheller, and the drag are connected to these machines with tex-rope drives. All motor switches are assembled on a wall of the work floor near the table where is assembled the grain testing equipment.

No hand operated manlift could be expected to work easily thru the 78 ft. from the work floor to the bin floor. For quick passage between all floors an electrically operated Western manlift, with steel cage protecting the rider on three sides, and automatic cutoff safety switches at the work floor and bin floor is used.

As a precaution against electrical hazards all wiring is carried in heavy conduits; and a precaution against dust explosion hazards is the venting of legs.

The steel scale hopper, garners, elevator legs complete, carlot grain receiving hopper, and

structural steel supports, all supplied by Weller Metal Products Co., carry out the plan of reducing fire hazards.

WHILE THE FEED MILL may receive grain for grinding from the elevator, it also has its own receiving sink, with a Western drag that carries ear corn to a Sidney combination corn sheller and cleaner in a receiving machinery pit in the basement. This machine drops cobs and grain into separate elevating legs for lofting to a series of 4 bins on the second floor, one of which is used for cobs, the others for grain to be ground.

Ear corn received can be diverted around the sheller and thru a crusher if this is desired, before elevation to garner bins. Small grains may be moved direct from the receiving drag into the elevating leg, and moved to these bins.

All three of the grinding garner bins spout to either of the grinders, a 24 inch double runner attrition mill on the work floor, or a No. 5 hammer mill in the basement. Meal from the hammer mill is blown to a collector on the second floor. A separate air system has been installed, with a blower under the work floor below the attrition mill, to elevate material from this mill to another meal collector on the second floor.

From either of the meal collectors ground grain is spouted to either of two vertical one-ton feed mixers, set back to back on the work floor, or is diverted to flow thru sacking spouts to sackers on the work floor.

The two feed mixers are special jobs. Each has its electrical control attached to its frame, and each has the customary sacking outlet, but in addition each has a second outlet thru which the contents of the mixer may be dropped into the boot of a short leg for elevating to a bin on the second floor above the cold-process molasses mixer on the work floor. Two mixers make the mixing process continuous. While one mixer is mixing a batch of feed the other mixer is being emptied and refilled. Concentrates are dumped into the mixers thru the floor level concentrate hoppers that are a part of the mixers.

Poultry feeds are sacked off directly from the mixers, but most dairy feeds move on to the molasses mixer. Preparation of any feed is a continuous process that requires no hand labor from unloading at the receiving sink to sacking of the completed feed.

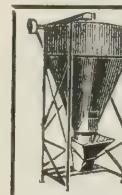
A corn cracker and grader on the second floor is served with grain only from the elevator, but its output of cracked corn may be sacked separately or run into the feed mixers as desired.

The Cutler-Dickerson Co. manufactures a complete line of poultry feeds under the brand name "True-Blue," including scratch feeds, starting, growing, and laying mashes. But much of its business is the custom work in demand by dairymen, sheep and hog feeders within a 20 mile radius of the plant. Orders for preparation of 10 tons of dairy feed at a time, mixed to a private formula, are not unusual.

In addition to grain, feeds, and seeds, the company handles a limited line of twine, fencing, poultry remedies and farm supplies, working thru a retail store of its own in Adrian and thru its flour mill at Hudson as well as thru its new elevator, feed mill, and warehouse at Adrian. Head of the Cutler-Dickerson Co. is G. E. Cutler, who succeeded his father, the late W. A. Cutler, famous "blind feed merchant of Adrian," who found some compensation for his loss of eyesight in a vision and an imagination that conquered all obstacles to build a thriving feed business and a model plant in the biggest lamb and dairy feeding county of Michigan.

A subsidy to consumers to offset increased food costs is asked of the federal government by Benjamin C. Marsh, executive sec'y of the People's Lobby, who charges that the crop acreage plan of the A.A.A. for 1938 "threatens a lower standard of living for the American people."

The Supreme Court has before it a petition attacking the validity of the 1936 commodity futures act. William S. Moore of the Chicago Mercantile Exchange complained that the law as it applies to butter, egg and potato futures violates state rights by attempting to regulate "a purely local and intrastate activity which does not directly affect interstate commerce."



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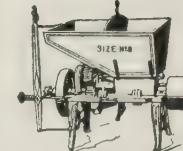
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"Runyon Analyse Help Sell Feeds"

### BOWSHER Crush Grind Feed Mills' Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.

### "COMBINATION" MILLS

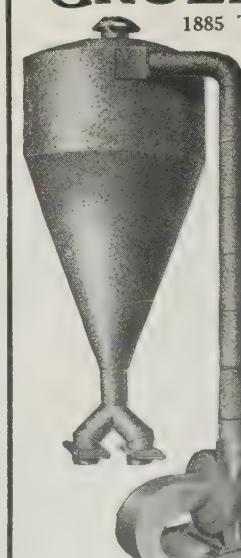


Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

**THE N. P. BOWSHER CO.**  
SOUTH BEND INDIANA

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Are you interested in establishing a complete feed mixing plant?

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2915 No. Market St. St. Louis, Mo.



### the finest high VITAMIN A CARRIER

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**Fernando Valley Milling & Supply Co.**  
6104 Van Nuys Blvd. Van Nuys, Cal.

# Poultry Feeds and Feeding

**Chicago, Ill.** — The Coliseum Poultry Show of other years has been combined with the Midwest Poultry Exposition, Union Stock Yards, Oct. 15 to 20.

**New York, N. Y.** — The Third Poultry Industries Exposition will be held Nov. 2 to 6 in Commerce Hall of the Port Authority building. Many exhibitors have taken space, and a larger attendance is expected. The arrangements are being made by the Northeastern Poultry Producers Council, Sidney A. Edwards, secy.

**Turkey poult**s grow at a faster rate than chicks and should have a ration containing about 24 per cent protein to promote maximum early growth. They also require 60 to 70 U. S. P. units of vitamin D and 400 units of vitamin G per 100 grams of feed, a much greater requirement than that of chicks.—Professor Norris of Cornell.

During most of 1937 about 50 per cent more eggs than average were required to buy 100 pounds of feed. In September the feed-egg ratio was only 30 per cent above the 1925-34 average and was below 1936. During the first half of 1938 the feed-egg ratio is expected to be much lower than in the same months of 1937 and may go below the 1925-34 average. In other words, the feed situation next spring will be much more favorable to producers than in 1937.—Buro of Agricultural Economics.

The leaf meals of Korean lespediza, alfalfa, and lespediza sericea, with a suitable quantity of starch, can replace mixed wheat feed, on a basis of equal quantities of protein, in the feed of growing chicks but these leaf meals cannot replace wheat feed and either dried skimmilk or meat scrap, on a basis of equal quantities of protein. The results further indicate that the biological value of dried skimmilk is superior to that of meat scrap on the basis of equal quantity of protein, as shown by the fact that better growth was obtained when these legume leaf meals replaced meat scrap than when they replaced dried skimmilk, according to Kentucky Circular No. 48.

**Ithaca, N. Y.** — A new world's egg-laying record for all breeds has been made by a pen of single comb white Leghorns in the central New York official egg-laying test at Horseheads. This pen of ten hens, owned by J. A. Hanson of Corvallis, Oregon, put forth every effort for 51 weeks to reach the peak of modern supremacy. They laid 3,082 eggs or an average of 308 apiece for the official mark, more than a hundred better than the previous record. Each bird produced 41.2 pounds of eggs, or more than eight times their own weight. The birds averaged five and two-tenths pounds of feed for each dozen eggs produced. The entire pen laid 412.22 pounds of eggs and ate 1,358.30 pounds of feed.

## Poultry Show in Chicago

All barnyard sounds have long been familiar in Chicago's Stock Yards except those given out by its feathered colony. The missing strain will be added to the symphony of moos, grunts, squeals, and bleats on the occasion of the Midwest Poultry Exposition which will dominate the scene here Oct. 15 to 19.

The show will be the largest exposition of its kind ever held in Chicago, the industrial hub of this billion dollar industry. An important feature will be an extensive competitive exhibition of the various breeds of poultry, open to both adult and 4-H exhibitors. There will also be contests featuring baby chicks and eggs.

Educational and commercial displays, competitive classes for dressed poultry, eggs, turkeys, and the standard bred poultry varieties, recognized by the American Poultry Ass'n, will occupy the full five acres of exhibit area in the International Amphitheatre.

## Range Paralysis in Northwest

Washington's great poultry industry is threatened by range paralysis, a deadly and comparatively new scourge attacking chickens, Dr. August J. Pacini, biochemist for an eastern milling company, warned poultrymen at Seattle, Wash.

The paralysis can be overcome, however, simply by feeding the fowl Vitamin E, he said.

Dr. Pacini came from Minneapolis at the request of Western Washington poultrymen, who realized that something must be done to combat the paralysis. With him is Dr. D. M. Warren of Missoula, Montana's assistant state veterinarian, who is interested in stamping out the scourge because his state has suffered greatly from it.

"The States of Montana and Idaho, which have suffered most from the paralysis, are thinking of banning chicks from Washington and Oregon," Dr. Pacini warned.

The paralysis is so named because it attacks the fowl as they are ranging. It is a paralysis of the reproductive system and because of this it affects the fowls that lay the most eggs.

A 90 per cent cure has been effected in flocks by the introduction of vitamin E in the diet, the visitor said. He added that milling companies, which have been removing the vitamin-containing wheat germ from wheat in the manufacture of flour and feed, are studying means of retaining it. The wheat germ is the greatest producer of vitamin E. Lettuce is another good source.

## A Powerful Feed

**IKE:** What caused all the excitement over at your poultry ranch this morning?

**JOE:** One of dad's prize roosters got into a bin of "Lay or Bust Feed" and after trying in vain to beat the laying record burst into a million pieces.

Prevailing estimates indicate that world crop and carryover of wheat excluding Russia and China, plus probable exports from Russia will make a total supply 60 to 75 million bushels larger than last year. World surpluses will provide a moderately wider margin over import requirements than last year. Argentine and Australian crop prospects are still subject to increase or decrease of as much as 25 to 50 million bushels which would correspondingly weaken or strengthen the world situation. The United States has an export surplus approximating 175 to 200 million bushels. Other surplus countries have been offering wheat at lower prices than the United States and in sufficient quantity to supply current purchases of importing countries, so that net export from the United States, flour included, in the first 11 weeks of the season have been less than 10 million bushels.—Gilbert Gusler, statistician Millers National Federation.

The Turgen Royal Grain Commission visited Chicago recently and listened to two economists of the Commodity Exchange Commission, Sec'y W. T. Grindley stating, "We are simply trying to find out how the Commodity Exchange Administration works."

## Feedstuffs Movement in September

Receipts and shipments of feedstuffs at the various markets, during September, compared with September, 1936, in tons, were:

	Receipts 1937	1936	Shipments 1937	1936
*Baltimore .....	3,483	4,472	...	...
*Boston .....	1,006	1,465	62	...
*Chicago .....	6,517	8,339	21,624	29,994
*Kansas City .....	4,850	7,150	28,550	23,275
Milwaukee .....	525	880	1,955	9,790
Minneapolis (s.) .....	3,678	1,710	2,537	1,561
Minneapolis (l.) .....	2,128	2,154	28,495	20,297
Minneapolis (l.) .....	146	94	9,893	1,602
*Peoria .....	9,240	8,160	10,682	11,024
*San Francisco .....	90	251	(s) Screenings.	...
Millfeed. * Bran and shorts. (s) Screenings.				
(l) Linseed meal.				



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# Feeding Soybeans and Soybean Oilmeal

## Soybeans and Soybean Oilmeal in Hog Rations

On most farms in the corn belt soybeans and soybean oilmeal can be used to advantage in supplementing the grains for hogs. Experiments at the Purdue Experiment Station have shown that soybeans are better suited as supplements in rations for fattening hogs than for brood sows or young growing pigs.

Soybeans contain 15 per cent to 20 per cent of oil and should never be fed heavily in rations of market hogs, because they may produce soft pork. Soft pork is objectionable. Even when cheap and plentiful, soybeans should not make up more than 14 per cent of the ration for fattening hogs.

Soybeans and soybean oilmeal have their greatest values in hog rations when fed with both grain and pasture. Legumes, especially alfalfa and clover, are the best pastures to use with these feeds. Rape pasture is a good substitute for the legumes where soil conditions are favorable to its growth.

It is not necessary to grind soybeans for fattening hogs, but a good mineral mixture such as ten pounds pulverized limestone, ten pounds special steamed bone meal, and one pound common salt, should always be fed with either the soybeans or soybean oilmeal.

Experiments with fattening hogs at the Purdue Station show that on the average a pound of soybeans or soybean oilmeal with minerals will practically replace a pound of tankage when fed with a full feed of corn and legume pasture. They show further that approximately one and one-half pounds of soybeans or soybean oilmeal fed with minerals will replace a pound of tankage when fed with a full feed of corn in dry lot. Best results were secured on pasture with pigs weighing 75 pounds or more, and in dry lot with hogs weighing 125 pounds or more. With pigs of lighter weights there is danger of producing soft pork where soybeans are fed. Soybean oilmeal with its lower oil content is less likely than soybeans to produce soft pork.

The following rations are recommended for fattening hogs:

**With Pasture.**—(For hogs weighing 75 pounds or more)

Full feed of ear corn on ground or shelled corn in a self-feeder, free-choice with whole soybeans and a good mineral mixture in separate compartments of the self-feeder.

**Without Pasture.**—(For hogs weighing 125 pounds or more)

1. Shelled corn, whole soybeans and a good mineral mixture free-choice in self-feeder.\*  
2. A mixture of coarsely ground corn 90 parts, tankage 2 parts and coarsely ground or cracked soybeans 8 parts, fed free-choice with a good mineral mixture in self-feeder.\*

**Hogging Off.**—(For hogs weighing 125 pounds or more)

Corn and soybeans grown together and hogged off, mineral mixture fed in self-feeder. It is essential that hogs always have plenty of corn when hogging off corn and soybeans.

**Soybean Oilmeal in Rations for Fattening Hogs**

**With Pasture.**—

1. Full feed of ear corn on ground or shelled corn in self-feeder, free-choice with soybean oilmeal and a good mineral mixture in separate compartments of the self-feeder.

2. Full feed of ear corn on ground or shelled corn in self-feeder, free-choice with the following mixed supplement in self-feeder: tankage and soybean oilmeal equal parts by weight.

3. A mixture of coarsely ground corn 92 parts and soybean oilmeal 8 parts, fed free-choice with a good mineral mixture in self-feeder.

\*If good quality alfalfa or clover hay is available, feed in slat racks or on feeding floor as a supplement to the grain ration.

**Without Pasture.**—

1. Shelled corn, soybean oilmeal and a good mineral mixture free-choice in self-feeder.\*

2. A mixture of coarsely ground corn 88 parts and soybean oilmeal 12 parts, fed free-choice

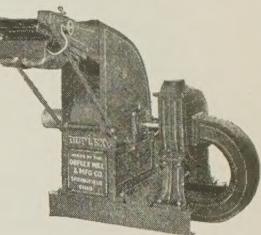
than hogs following cattle fed cottonseed meal. For this reason, soybeans or soybean oilmeal

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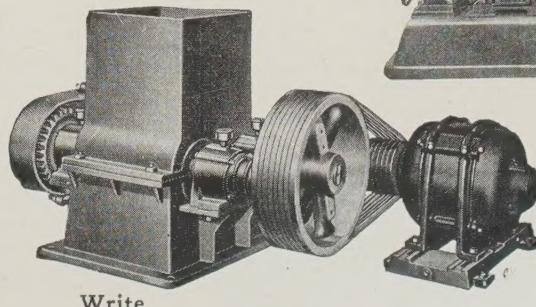
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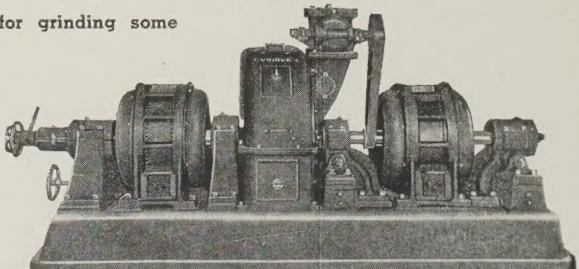
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# The GRAIN DEALERS JOURNAL

## Hay Movement in September

Receipts and shipments of hay at the various markets during September, compared with September, 1936, in tons were:

	Receipts		Shipments	
	1937	1936	1937	1936
Baltimore .....	178	248	...	...
Boston .....	484	528	...	117
Chicago .....	2,527	4,014	120	117
Ft. Worth .....	22	66	...	...
Kansas City .....	6,744	5,340	1,308	360
Minneapolis .....	349	315	...	46
Peoria .....	20	50	...	...
St. Louis .....	336	396	312	108
San Francisco .....	396	96	...	...

## Feed Prices

The following table shows the closing bid price each week for January futures of standard bran and gray shorts, spot cottonseed meal, soybean oil meal, and No. 1 fine ground alfalfa meal, in dollars per ton and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis		Kansas City	
	Bran	Midds.	Bran	Shorts
Aug. 14.....	19.50	22.00	17.50	19.00
Aug. 21.....	18.00	18.50	17.15	19.00
Aug. 28.....	17.00	17.25	16.65	19.00
Sept. 4.....	17.00	17.00	16.25	19.35
Sept. 11.....	18.50	18.50	17.15	20.00
Sept. 18.....	19.00	21.00	17.75	20.00
Sept. 25.....	18.50	21.50	17.15	19.75
Oct. 2.....	19.00	21.00	17.65	20.00
Oct. 9.....	18.00	20.50	17.50	19.50
St. Louis		Chicago		
Bran	Shorts	Soybeans	Meal	
Aug. 14.....	19.65	21.00	No sales	34.00
Aug. 21.....	19.15	20.75	No sales	33.00
Aug. 28.....	18.75	20.75	No sales	33.00
Sept. 4.....	18.50	20.85	No sales	31.00
Sept. 11.....	19.10	21.60	No sales	28.20
Sept. 18.....	19.95	21.85	No sales	34.20
Sept. 25.....	19.20	21.50	No sales	34.20
Oct. 2.....	19.70	22.00	No sales	28.00
Oct. 9.....	19.30	20.75	.95	29.20
Cottonseed Meal		Kansas City		
Ft. Worth	Memphis	Alfalfa	Chicago	
Aug. 14.....	33.00	25.50	22.50	105
Aug. 21.....	31.00	23.00	22.00	101
Aug. 28.....	26.00	19.85	22.00	99 1/2
Sept. 4.....	23.00	20.80	21.50	103 1/2
Sept. 11.....	23.00	20.75	21.50	105
Sept. 18.....	23.00	20.75	21.50	106 1/4
Sept. 25.....	23.00	20.15	21.50	111
Oct. 2.....	23.00	21.75	21.50	90
Oct. 9.....	24.00	20.75	22.50	68
Corn		Chicago		

## Imports and Exports of Feeds

Imports and exports of feedstuffs during July and during the seven months ending July, 1937, compared with the like periods of 1936, as reported by the Bureau of Foreign and Domestic Commerce, were as follows, in tons of 2,240 lbs., except where noted otherwise:

	IMPORTS		Seven Months ended July	
	1937	1936	1937	1936
Hay*	2,379	1,963	136,608	6,054
Coconut cake†	24,432,750	3,109,525	103,371,765	58,560,077
Soybean cake†	10,948,933	2,843,854	89,953,620	27,505,177
Cottonseed cake†	1,313,030	855,542	35,927,312	4,168,952
Linseed cake†	1,760,000	3,456,000	21,005,261	15,427,502
All other cake†	9,943,909	311,961	42,742,841	2,841,973
Wheat fds.*	25,962	37,790	264,902	168,247
Tankage	3,910	4,016	27,304	29,371
Fish scrap	6,789	1,425	45,549	21,418
Beet pulp	143	1,504	33,013	14,763
EXPORTS				
Hay	118	200	2,190	1,458
Cottonseed cake	...	...	4	1,957
Linseed cake	28,323	8,583	175,370	96,856
Other oil cake	...	1,992	425	50,216
Cottons'd meal	67	103	1,220	1,438
Linseed meal	1,602	555	9,418	4,369
Other oil meal	289	4,335	3,751	21,694
Fish meal	2	71	132	3,128
Mxd. dairy fds.	90	78	964	907
Mixed poultry feeds	82	133	777	1,137
Other prepared and mxd. fds	181	114	715	909
Other feed, bran	512	1,133	3,259	5,644
Kafir, milo, bus.	183	18	1,503	1,358
Oyster shells	747	2,990	25,973	31,244
*2,000-lb. tons. †Pounds.				

## Buckwheat Ass'n Meets

At the annual meeting of the Buckwheat Ass'n at Elmira, N. Y., Sept. 17 the consensus of opinion averaged \$1.16 per 100 pounds as the price that should be paid growers for re-cleaned buckwheat.

Crop reports indicated an average acreage of 105% and a yield of 97 1/2%. This season's production of buckwheat is now indicated to be 7,223,000 bus. This is 16% more than the 1936 production but 13% below the 1928-32 average. Growing conditions were good during the past month through all of the buckwheat producing states with the exception of North and South Dakota where the weather was too dry. In general, the straw growth has been exceptionally good with several reports of probable lodging on account of the rapid succulent growth.

George V. Dayton, of Towanda, Pa., was re-elected pres. and P. G. Schumacher was re-named sec'y.

The Treasury announces it is prepared to recommend to Congress the enactment promptly at the next session of provisions for the refunding of taxes collected under the Kerr-Smith tobacco control act, the Bankhead cotton act and the Warren potato control act. These taxes all told amounted to about \$6,000,000, it was announced, but refunds would be made only to those persons who bore the burden of those taxes which were actually paid to the government.

## Milt Tudor in New Feed Company

J. M. (Milt) Tudor of Des Moines and Olin, Ia., is now secretary of Stormes-Tudor, Inc., newly formed at Des Moines, Ia.

Mr. Tudor attended the Iowa State College at Ames and for 8 years was western sales manager of the Consolidated Products Co., for the past year representing the Philip R. Parks Co. He is a nationally known judge of cattle and has judged livestock shows in all parts of the country.

Other officers are C. M. Stormes, Des Moines, pres.; R. V. Anderson, Los Angeles, Cal., vice pres.; and Walter C. Berger, Des Moines, treas.

The new company will specialize in mar-vita, a fish-meal and kelp combination, and clo-trate, a cod liver oil, taking over the Mar-Vita Co., of Des Moines, with plant at Los Angeles, Cal. All sales will be handled from the Des Moines office under the management of Milt Tudor.

Mr. Stormes and Mr. Berger of the new company will continue the Iowa Feed Corporation as usual handling straight feeds.



J. M. Tudor, Des Moines, Ia.

have a slight advantage over cottonseed meal.

Caution must be exercised in feeding soybeans to cattle. Otherwise there may be a tendency to produce scours. Grinding soybeans is not necessary and may add to the laxative effect.

\*If good quality alfalfa or clover hay is available, feed in slat rack or on feeding floor as a supplement to the grain ration.

†In cases where soybean oilmeal is exceptionally palatable, too much will be consumed if fed free-choice with corn or other grain. In such cases it is advisable to use the mixed ration No. 2.

### Soybean Supplements in Grain Rations for Dairy Cattle

Comparative feeding trials have shown that ground soybeans and soybean oilmeal may replace linseed oilmeal in the grain rations of dairy cows.

A recommended grain ration of 400 pounds (4 parts) of ground corn, 200 pounds (2 parts) of ground oats or wheat bran and 100 pounds (1 part) of soybean supplement should be fed with legume hay and silage. If the legume hay is of excellent quality, the proportion of soybean supplement may be reduced from 100 pounds (1 part) to 50 pounds (1/2 part). When mixed hay is fed, the grain ration should contain 400 pounds ground corn, 200 pounds ground oats or wheat bran and 200 pounds of soybean supplement.

If the roughage consists of timothy hay, other grass hays, corn stover or straw, the grain ration should be made up of 100 pounds ground corn, 100 pounds ground oats or wheat bran and 100 pounds of soybean supplement.

Ground soybeans may also replace linseed oilmeal in the grain ration of growing calves and heifers when the grain ration is composed of 30 pounds ground yellow corn, 30 pounds ground oats, 30 pounds wheat bran and 10 pounds ground soybeans or linseed oilmeal.

### Soybeans for Chickens

Either soybean oilmeal or ground soybeans may be used as protein concentrate, provided certain minerals are used as supplements. Rations made from the following formula proved satisfactory for layers:

Scratch Grain Lbs.	Dry Mash Lbs.
Whole yellow corn 200	Wheat bran 100
Wheat 200	Wheat middlings 100
Oats 100	Soybean oilmeal or ground soybeans 90
500	Ground limestone 11
	Steamed bone meal 10
	Salt 7

318

The dry mash, oyster shell, and water should be kept before the fowls at all times. Fowls should have access to range during afternoons in fall and winter and for longer periods in warm weather. Provide grass range or feed either soybean hay or alfalfa. One may use 20 pounds of superphosphate (16 per cent  $P_2O_5$ ) in the mash instead of the 10 pounds of steamed bone meal.

With this ration feed 14 pounds of scratch grain per 100 general purpose fowls each evening; 12 pounds per 100 leghorns.

Chickens did not seem to like the rations with ground soybeans at first, but soon learned to eat it satisfactorily. Grain should not be fed more liberally than specified—if anything, it should be reduced until the fowls are laying well. When using beans, frequent grinding may be necessary in order to prevent rancidity. The ground beans and soybean oilmeal used in the experiments contained 40 per cent protein. If varieties with less protein (some soybeans go as low as 25 per cent protein) are used, the proportion of ground soybeans in the ration would probably have to be increased accordingly.

Properly cured soybean hay appears to be a good substitute for pasture during the winter and may be fed in a coarse wire rack so that the hens can pick off the leaves.—Bull. 180, Purdue University.

Marvin Jones, representative from Texas and chairman of the House Committee on Agriculture, has drafted a farm bill for presentation that includes a processing tax of 20 cents a bushel on wheat; 20 cents a bushel on rice and 4 cents per pound on cotton.

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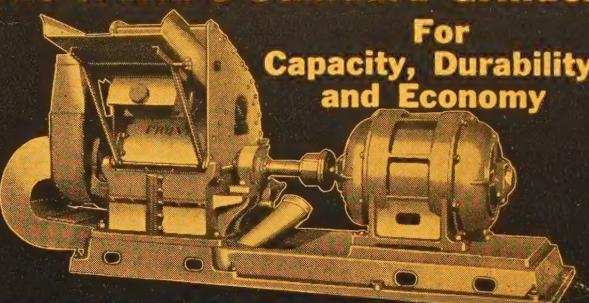
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**Receiving and Stock Book** is arranged to keep each kind of grain in separate column so each day's receipts may be easily totaled. It contains 200 pages linen ledger paper size  $9\frac{1}{4} \times 12$  inches, ruled for records of 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight,  $2\frac{1}{4}$  lbs. Order Form 321. Price \$2.50, plus postage.

**Grain Receiving Ledger** has 200 pages linen ledger paper and 28-page index,  $8\frac{1}{2} \times 13\frac{1}{8}$  inches, numbered and ruled for 44 entries. Well bound in pebble cloth with keratol back and corners. Weight, 3 lbs. Order Form 43. Price, \$2.00, plus postage.

Form 43 XX contains 428 pages. Shipping weight  $4\frac{1}{2}$  lbs. Price \$5.00, plus postage.

**Grain Scale Book** is designed to assign separate pages to each farmer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages and 28-page index of high grade linen ledger paper  $10\frac{1}{4} \times 15\frac{1}{4}$  inches. Each page will accommodate 41 wagonloads. Well bound with heavy board covers with cloth sides and keratol back and corners. Weight,  $4\frac{1}{2}$  lbs. Order Form 23. Price, \$4.00, plus postage.

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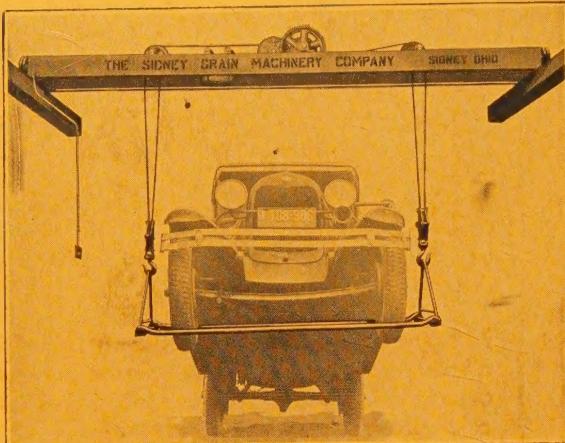
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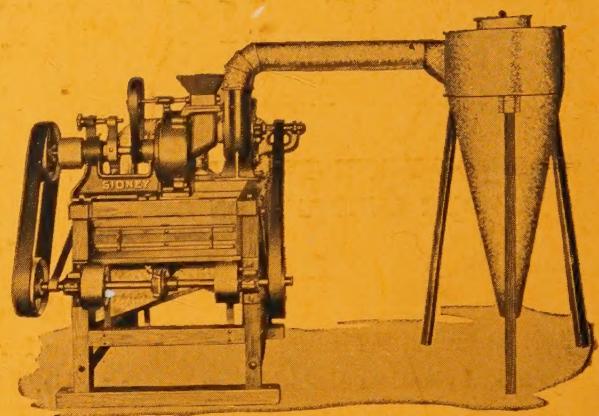
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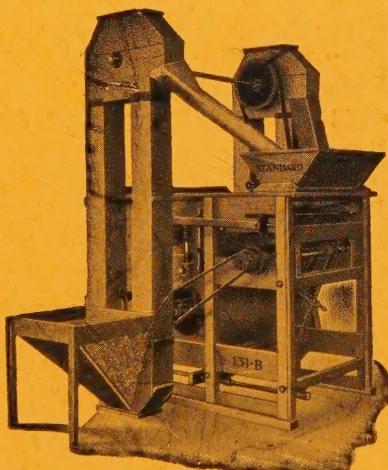
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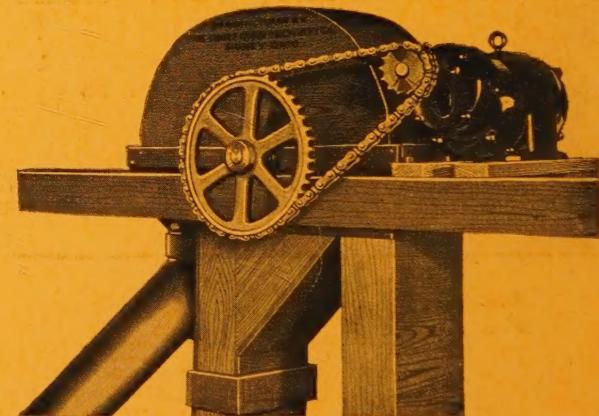


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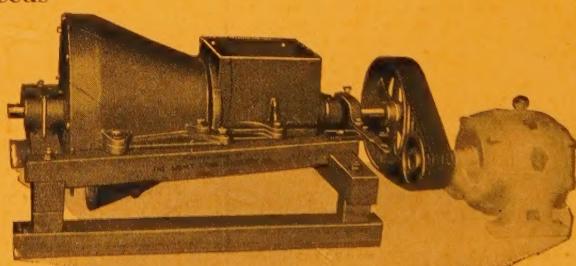


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